A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

July 7, 1969

U.S. considers legislation to improve traders' position in world business arbitration

International Trade Winds Newsletter

Company News

TIRES—Mohawk Rubber Co., of Akron, O., has formed a subsidiary to handle Canadian sales. The firm, called MTR Ltd., will have its offices in Toronto. Mohawk at present has overseas branches in Brussels, London, and Bologna, Italy.

INDUSTRIAL GASES—Air Products and Chemicals Inc., Allentown, Pa., will supply a 300-ton-per-day oxygen plant to CVG Siderurgica del Orinoco C.A. (SIDOR), at Ciudad Guayana, Venezuela. The new plant, scheduled for completion in late 1970, will also produce 40-tons-per-day of 99.9% pure nitrogen. This will be the third air separation plant supplied to the Venezuelan firm since 1962. About two-thirds of the $2 million equipment contract will be of U.S. origin and financed by the Eximbank.

COMMUNICATIONS—RCA Global Communications of New York has announced installation of a new voice-record circuit for Merrill Lynch, Pierce, Fenner and Smith, Inc. New York, linking Merrill Lynch's 11 locations on the New York and American Stock Exchanges with European customers. Overseas traders may place orders with either exchange and receive confirmation within seconds. The circuit links the New York office and the European headquarters in Geneva, which feeds data to 14 offices in Europe. All major forms of communications including voice, high-speed data, telegraph and facsimile will be accommodated by the new circuit.

VEHICLE REFRIGERATION—Automatic Radio International, Melrose, Mass., has licensed Frigotecnia San Marco S.A.I.C. of Buenos Aires, Argentina, to make and distribute auto air conditioners and truck refrigeration systems for the Argentine, Uruguay and Paraguay markets. The Argentine licensee is a new corporation formed to manufacture these products, under the Vornado mark, at a new plant in La Plata, Argentina. Its principals are Organizacion Fabril Argentina S.A. and Artis Metalurgica Argentina S.A.I.C.

Taking advanced medical equipment to the doctors paid off for 38 exhibitors at a Frankfurt U.S. Trade Center show last month. The show went to Karlsruhe where a diagnostic congress was being held. Example: a new-to-market firm, Scientific Research, sold a new medical mass spectrometer valued at $40,000 off the floor. A total of 3,800 visitors viewed the latest in U.S. medical equipment. Projections of sales over the next year by all exhibitors totaled $1,332,000.

Upstairs and down, the Tokyo U.S. Trade Center was busy even though no regular show was on its schedule. It happened the first week in June when one Japanese agent for 12 U.S. electronics manufacturers took over the first floor, and another local representative for 9 U.S. makers of advanced instrumentation items put his promotion on the second floor. Collective result: immediate sales of $211,000 and 12-month projections of $5,531,000 more.

Another traveling exhibition, showing and selling U.S. products in the provincial towns in Thailand, has now made its report after making its May swing. Immediate sales of $161,000 and 12-month projected sales of $873,000 resulted for the 20 participants who represented 52 U.S. firms. Over the past year there have been four such tours, one each to the Northeast, North, Southeast, and South provinces of Thailand. The technique shows promise as a means of reaching buyers in developing country markets.

A further note on these touring exhibitions: as a result of contacts made last August on the Northern circuit, the Bangkok Bank is financing a water development in upcountry Thailand, using the relending authority of the Export-Import Bank. Such a project creates demand in Thailand for U.S. made water pumps, and may lead to other projects financed through Eximbank relending facilities.

Starting to make plans for the fall and winter season for the world trade group in your area? Check with the international trade specialists at the nearby U.S. Department of Commerce Field Office. They can help at least two ways: providing assistance with speakers, and dovetailing schedules to eliminate conflicting or overlapping dates.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

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Annual subscription $20.00 ($6.25 additional for foreign mailing). Single copy 40 cents. Price of index issue varies. Domestic subscribers desiring airmail service must submit $28.00 additional for postage. Make remittance payable to the Superintendent of Documents and mail either to any U.S. Department of Commerce Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

All subscription inquiries and address changes should be directed to the Superintendent of Documents at the above address. This is the central distribution agency for U.S. Government periodicals.

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in this issue

Another in a series of articles on commercial legislation and practices around the world prepared by the Bureau of International Commerce's Foreign Business Practices Division leads off this week's INTERNATIONAL COMMERCE. This article describes how the United States, moving toward ratification of a United Nations Convention on enforcement of foreign business arbitration awards, can improve the position of its international traders. Readers will recall a previous article in the series, on termination of agency agreements, that appeared in our Sept. 9, 1968 issue. It has now been reprinted widely abroad.

July 7, 1969

Volume 75
Number 27

International Commerce

Published by
BUREAU OF INTERNATIONAL COMMERCE

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PROGRESS ON WORLD CONVENTION

Foreign arbitral awards adding UN pact support

Document's highlights are summarized; rules in 21 countries described

By OVIDIO M. GIBERGA

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Changes in the Federal Arbitration Act are now under consideration, to adapt it to the needs of international traders, many of whom prefer to settle disputes by arbitration. Their practice is to insert an arbitration clause in trade contracts, using one of the standard clauses of the American Arbitration Association or similar organizations.

Unless settled voluntarily, trade differences may have to be decided ultimately through court action. As a rule this means an expensive and time-consuming operation, particularly if litigation takes place in a foreign country. Inconveniences and hazards multiply. Language barriers, distance between the litigants, need to depend on foreign legal counsel, and relative unfamiliarity with foreign laws, are some of the factors which contribute to the delay, expense, and uncertainty usually incident to foreign lawsuits.

To avoid these inconveniences businessmen all over the world tend to resort whenever possible to voluntary commercial arbitration for the settlement of their disputes. Arbitration affords, in the usual case, a less expensive, private, and faster procedure. It assures the parties of a hearing and a decision by experts in the trade involved.

These experts, who are appointed by the parties or by an organization designated by the parties, impartially hear and examine the case and weigh and appraise the evidence. They limit their inquiry to the matters and issues agreed to in the arbitration agreement, and decide the dispute in accordance with universal mercantile standards and established business practices. This system is designed to provide the parties with a prompt, inexpensive, private and impartial settlement of their dispute under principles known and understood by the litigants.

However, obtaining recognition and enforcement in countries foreign to that of issuance of the arbitration award has often been a matter of uncertainty. This difficulty is what the 1958 UN Convention on Recognition and Enforcement of Foreign Arbitral Awards is designed to overcome. In the absence of agreement by treaty, domestic legislation usually does not provide specifically for recognition and enforcement of foreign arbitral awards. The winning party, to enforce a foreign award, had to initiate a judicial proceeding in such countries.

Steps forward

Changes in the Federal Arbitration Act (Title 9, U.S. Code) are now under consideration as a step toward participation by the United States in the United Nations Convention on Recognition and Enforcement of Foreign Arbitral Awards. The changes involve enactment of legislation to deal with recognition and enforcement of awards falling under the convention.

The U.S. Senate last Oct. 4 unanimously approved accession to the UN Convention, which was concluded in 1958 and has been ratified by 34 countries. The Convention will not be effective in the U.S., however, until a formal accession instrument is deposited with the UN, and this step must await the changes described above.

Last month, Australia's Attorney General announced his Government's intention to become a party to the Convention, probably before the end of 1969. He asserted this action would be beneficial to Australian traders even though two of the nation's major trading partners, the U.S. and U.K., were not yet parties to the Convention.

The convention sets up uniform provisions under which the contracting states shall recognize and enforce under their rules of procedure, in their respective jurisdictions, arbitral awards that have been issued in other member countries.

The convention also specifies the grounds on which recognition and enforcement may be refused. The term arbitral awards refers to awards made by arbitrators deciding differences between legally competent parties, and includes awards made by arbitrators appointed for individual cases and those made by permanent arbitral bodies to which the parties have submitted, such as the arbitral tribunal of a Chamber of Commerce.

Under the convention each contracting state has agreed to recognize agreements in writing whereby the parties undertake to submit to arbitration differences that have arisen or which may arise between them in respect of a defined legal relationship, whether contractual or not, concerning a subject matter capable of settlement by arbitration. The term "in writing" includes an arbitral clause in a contract or an arbitration agreement, signed by the parties or contained in an exchange of letters or telegrams.

Accordingly, a court of a contracting state will refrain from taking jurisdiction of a matter which the parties have agreed to submit to arbitration. As a rule under the convention each contracting state shall recognize as binding and enforce the above mentioned arbitral awards in its jurisdiction, once the petitioner has complied with several formal requirements. However, recognition and enforcement are not automatically extended to all agreements and foreign arbitral awards. There are circumstances under which member states may deny recognition and enforcement of agreements or awards.

Under the convention each contracting state may limit its application of the convention. Some countries enforce awards only in matters considered commercial under their laws; these countries are sep-

arately identified in the accompanying list of ratifying states.

Other grounds on which recognition and enforcement may be refused are: incapacity of the parties or invalidity of the arbitration agreement under the law governing them; the party against whom the award is invoked was not given proper notice of the appointment of the arbitrator or of the arbitration proceedings or was unable to present his case; the award falls outside the terms of the agreement to submit to arbitration; or the award has not yet become binding on the parties or has been set aside. The contracting states may also deny recognition and enforcement when the subject matter of the award is not arbitrable under its laws, or recognition or enforcement of the award would be against public policy.

In relation to other international treaties and conventions entered by contracting states, the 1958 United Nations Convention provides that the Geneva Protocol on Arbitration Clauses of 1923, and the Geneva Convention for the Execution of Foreign Arbitral Awards of 1927, shall cease to have effect between the member states. The United States does not belong to the above mentioned Geneva Conventions but has Friendship, Commerce, and Navigation Treaties, that include arbitration provisions, with the following countries: Japan, Korea, Republic of China, Iran, Israel, Haiti, Colombia, Ireland, Greece, Portugal, Federal Republic of Germany, Denmark and the Netherlands.

The convention was not intended to, and consequently does not provide a text of substantive and procedure rules of arbitration to be applied by the contracting states when deciding domestic arbitration cases. In fact, each state decides arbitration under its own laws. Rather, the convention aim is to provide rules to govern the recognition and enforcement of foreign arbitral awards and agreements.

The convention applies only to voluntary arbitration, as distinguished from compulsory arbitration. Under voluntary arbitration the parties, of their own free will agree to submit their controversies over a commercial transaction, to the judgment of an impartial third party or arbitrator. In this type of arbitration the parties are free to a great degree to stipulate matters and issues to be settled, procedures and rules to be followed, and the choice of law to be applied.

The 1958 Convention enjoys a number of advantages over its predecessors. A principal benefit is the reduced and simplified requirements for recognition and enforcement of awards. The convention clearly stipulates the affirmative actions that must be taken by a party seeking enforcement of a foreign arbitral award. The required actions are reduced to a minimum. In effect, by requiring only the establishment of a prima facie case, the burden of establishing a satisfactory defense is placed on the party against whom recognition and enforcement is invoked. Also, the convention provides for improved freedom of the parties in choosing the arbitral authority as well as the arbitration procedure.

The United Nations Convention on the Recognition and Enforcement of Foreign Arbitral Awards has been ratified by 34 countries, including major trading nations.

The following countries ratified without conditions: Cambodia, Ceylon, Finland, Ghana, Greece, Israel, Niger, Syria, Thailand, and United Arab Republic.

The following ratified with a declaration on reciprocity: Austria, Bulgaria, Byelorussian SSR, Central African Republic, Czechoslovakia, Ecuador, France, Federal Republic of Germany, Hungary, India, Japan, Malagasy Republic, Morocco, Netherlands, Norway, Philippines, Poland, Romania, Switzerland, Tanzania, Trinidad and Tobago, Tunisia, Ukrainian SSR, USSR.

The following ratified with a declaration limiting participation to arbitration of disputes arising out of legal relationships on commercial matters: Central African Republic, Ecuador, France, Hungary, India, Malagasy Republic, Philippines, Poland, Romania, Trinidad and Tobago, Tunisia.

Norway ratified with the following reservation: "We will not apply the convention to differences where the subject matter of the proceedings is immovable property situated in Norway, or a right in or to such property."

The Bureau of International Commerce has prepared summaries of the commercial arbitration laws of most of the contracting states. These summaries cover the highlights and indicate the salient features of the arbitration picture in each country. They are believed to reflect the situation at the time of writing. However, it should be borne in mind that commercial laws are constantly changing and that countries from time to time enact new laws to conform to local needs.

These summaries do not include all 34

Part of series

This article is one of a series on commercial legislation and practices abroad, prepared in the Foreign Business Practices Division of the Bureau of International Commerce. An article on foreign laws governing the termination of agency agreements appeared in the Sept. 8, 1968, issue of this magazine and has been reprinted widely abroad. In a forthcoming issue there will be presented a comparative summary of the patent laws of other nations. Also, arbitral facilities in the U.S. will be described, as a followup to this week's article.

ARBITRATION SESSION is held in a U.S. dockside warehouse over a shipment of broomstraw from Africa. Agents of both parties are joined by team of arbitrators. (American Arbitration Assn. Photo)

contracting states, nor the states which have not yet joined the UN Convention, such as the United Kingdom, Canada, Belgium, Italy and others. However, some of the excluded countries have highly developed arbitration laws and excellent institutional facilities for arbitration.

AUSTRIA

Arbitration is governed by the Code of Civil Procedure, 1895, as amended. Arbitration agreements must be in writing. With few exceptions arbitration may be agreed to for settlement of any type of dispute. Parties usually appoint one arbitrator each and they appoint a third. If parties cannot agree, arbitrators may be court-appointed.

Award must be in writing and delivered to parties. Arbitrators decide within the framework of the agreement in accordance with their own free judgment. Awards are enforceable by the courts. They are usually subject to court challenge only if the arbitration agreement expressly provides for appeal. The award may be set aside on various grounds stipulated in the Code. Arbitral awards are not usually made public.

Arbitral tribunals for deciding commercial disputes are operated by the Chambers of Commerce in the nine Landers of the Austrian Federation, the Produce Exchange, the Commercial Exchange and the Stock Exchange.

CEYLON

Arbitration is governed by the Code of Civil Procedure (Cap 86, Sections 676-698), the Arbitration Ordinance (Cap 83), Legislative Enactments of Ceylon, and Ordinance for the Enforcement of Judgments, No. 41 of 1921, supporting the Arbitration Rules of the Ceylon Chamber of Commerce. Written agreements to arbitrate existing or future disputes are recognized as valid. Parties may appoint arbitrators and mutually agree on the procedural rules which would govern the arbitration proceedings. Arbitrator's fees and costs of procedure paid by losing party. Awards must be in writing and the parties notified. Voluntary arbitration awards are final and binding on the parties and persons claiming under them. The arbitrators or any of the parties may apply to the competent court for filing and confirmation of the award. Losing party may apply to the court for the setting aside or annulment of the award.

CZECHOSLOVAKIA

Arbitration proceedings in international commercial relations governed by Statute No. 98/1963. Other statutes and the Code of Civil Procedure regulate domestic arbitration matters. The arbitration agreement must be in writing, but not in any particular form, and may concern a dispute which already exists or refer to future disputes arising from the contractual relationship. If a valid agreement exists courts will not adjudicate matters submitted to arbitration. Awards must be in writing. They acquire the status of judgments when served on the other party and an order of execution may be obtained on application to the court.

The Court of Arbitration of the Czechoslovakian Chamber of Commerce decides all commercial arbitration controversies. This court works in cooperation with the Chamber of Commerce in Prague. Apart from this Court there is no other arbitral tribunal.

ECUADOR

International commercial arbitration is governed by Decree 735 of Oct. 28, 1963, entitled "Commercial Arbitration Law." This law expressly recognizes the validity of agreements to submit existing or future commercial disputes to arbitration. Arbitrators are chosen and appointed by parties from rosters prepared by the Board of Directors of the Chamber of Commerce. If the parties fail to appoint arbitrators they may be nominated by the court which will be in charge of execution of the award. The award must be in writing and is enforceable from time of notification. Unless differently agreed, the parties pay their share of the arbitration procedure. No appeal may be filed against an arbitral award. However, explanations, elaboration, or correction of awards may be petitioned prior to the award becoming final (3 days).

FINLAND

Arbitration governed by Code of Arbitral Procedure, February 4, 1928. Execution of arbitral awards governed by Debtor's Act of 1895, as amended, Law No. 262 of Jan. 5, 1962 applies to enforcement of foreign arbitral awards.

Arbitration agreement must be in writing. Agreements concerning current disputes and future arbitration clauses recognized. Parties are free to stipulate agreement, procedure, governing law, arbitral court, and appointment of arbitrators. If a valid agreement to arbitrate exists, courts will not adjudicate issues submitted to arbitration.

Awards must be in writing, served on parties, and filed in court. Arbitrators are free to decide case based on justice and fairness with observance of public policy. Reasons for the award are usually stated. If enforcement of award is sought and it is upheld, execution is similar to that of a judgment. The losing party may be ordered to pay the costs of obtaining the order of execution. Foreign awards can be executed in Finland if they conform to the statutory requirements of Finland; the party opposing execution is entitled to an opportunity to present views. Commercial disputes are arbitrated by the Arbitration Board of the Central Chamber of Commerce, Helsinki, in addition to ad hoc tribunals.

FRANCE

Arbitration procedure is governed by the Code of Civil Procedure, as amended by Decree of Dec. 22, 1958, and by the Commercial Code. Both arbitral clauses and submissions are recognized, and have the effect of depriving the courts of jurisdiction and requiring the parties to proceed to arbitration. Arbitration is excluded from legal situations reserved to the courts, and in the field of commercial law questions of bankruptcy, questions concerning the ownership and validity of patents and trademarks, among others, are not subject to arbitration. The law does not prescribe any set form for arbitral clauses or submissions but it stipulates that they must be in writing.

No specific number of arbitrators required by law, and parties usually leave their choice to the institution conducting the arbitration. Arbitrators are entitled to a fee usually payable before the proceeding begins. Arbitrators must apply rule of law, unless agreement appoints them as "amiables compositeurs", in which case they may consider only public policy and equity.

Award must be in writing and state the reasons on which based. It must be filed in court for confirmation for enforcement purposes. The court reviews the decision to ascertain that the arbitrator has decided within the limits set forth by the contract of arbitration. Once enforcement is ordered, the award operates in every respect as a judgment.

International commercial matters may be arbitrated through the Court of Arbitration of the International Chamber of Commerce, 38 Cours Albert Ier, Paris. There are also several regional arbitration institutions and commodity exchanges which provide arbitral facilities for their members, e.g., coffee, cocoa, leather, cotton, shipping.

GERMANY, FEDERAL REPUBLIC

Arbitration is governed by the Code of Civil Procedure. Agreements are usually expressed in writing but verbal agreements are sometimes recognized and in some branches of commerce it is the custom and

practice to refer all disputes to arbitration unless otherwise stipulated. Arbitral clauses and submissions have the same binding force and legal consequences. The arbitration agreement has the effect of excluding jurisdiction of the law courts and imposing the obligation to participate in arbitration proceedings. Arbitrators have a large degree of independence and are not bound by rules of procedure nor ordinarily by rules of law. Awards must be filed with the competent court together with evidence of service on the other party to be enforceable. Courts will not inquire into the merits of contested awards but a judicial review is available and awards may be set aside for cause.

Enforcement of a foreign award takes place in a manner identical to awards made in Germany unless grounds exist which make it incapable of being enforced in Germany, e.g. contrary to public policy, lack of proper hearing, etc. Awards are in writing and notified to the parties but are not usually published. Arbitration is widely practiced and there are arbitration tribunals in all Chambers of Commerce which settle all kinds of commercial disputes. Disputes in international trade are also decided by tribunals in the various trades (cotton, wool, coffee, etc.) upon submission of foreign party to German arbitration.

GREECE

Code of Civil Procedure sets basic rules governing arbitration. Other laws have been enacted creating permanent arbitration institutions, such as the various chambers of commerce. These laws specify rules of procedure, the types of disputes which may be handled, method of appointing arbitrators, etc. An arbitration agreement is not valid unless arbitrators have been appointed and are named in the agreement. In arbitrations conducted by chambers of commerce or similar institutions, they appoint the arbitrators. An agreement to refer a future dispute to arbitration is not binding. In disputes subject to commercial law, the claimant may insist on arbitration. However, in practice most commercial litigation takes place in court and arbitration, both voluntary and compulsory, is generally avoided.

HUNGARY

Although Hungarian law recognizes agreements between state enterprises and foreign companies or persons which provide for ad hoc arbitration, in practice such proceedings are usually conducted under the rules of the Arbitration Court of the Hungarian Chamber of Commerce, Budapest. The rules permit each party to choose one arbitrator (who may be a foreigner) and a third arbitrator is selected from a list of legal and economic experts maintained by the Chamber. Parties may have a representative at the hearings and he may be a foreigner. The award must be in writing, no special form required. Losing party pays the costs, based on amount in dispute. Decisions of the Arbitration Court enforceable by the Central District Court.

INDIA

The Arbitration Act (Law X of 1940) empowers trade organizations to adopt arbitration rules, set up tribunals, conduct proceedings and make awards. It applies equally to arbitral clauses and submissions of existing controversies. Agreements must be in writing. Although court action may be stayed where the parties have agreed to arbitrate, wide discretion is given to the courts in this regard. The court may appoint arbitrators where the parties have been unable or unwilling to do so. The award must be in writing. The arbitrators or any of the parties may apply to the competent court for filing and confirmation of the award. The losing party may apply to the court for the setting aside or annulment of the award.

Several trade organizations throughout India provide facilities for arbitrating commercial disputes. Some of these organizations have concluded agreements with the American Arbitration Association, e.g., the Federation of Indian Chambers of Commerce and Industry in India, the Madras Chamber of Commerce and the Bengal Chamber of Commerce, in Calcutta.

ISRAEL

Arbitration is governed by Arbitration Ordinance which is patterned on English law. Agreement must be in writing. Both submissions of existing disputes and arbitral clauses in contracts are binding. Parties are free to stipulate terms of their agreements, including appointment of arbitrators and the arbitral body. Awards enforced in same manner as court judgments or orders.

JAPAN

Commercial arbitration mainly governed by the Code of Civil Procedure. Generally any dispute actionable at law may be submitted to arbitration. Written or oral agreements recognized; no substantial distinction between agreements covering existing disputes and those covering future disputes. A valid agreement has the effect of excluding court consideration of matters submitted to arbitration. Parties are free to stipulate terms of their agreement, including appointment of arbitrators, procedure and arbitral body. Right to a hearing and presentation of case preserved by law. Arbitrators are not bound by procedural or substantive rules of law, but must observe public policy. No distinction between de facto (amiable compositeurs) or de jure arbitrators.

Awards must be in writing, be within the terms of the arbitration agreement and state the reasons underlying the decision. Failure to observe these and other requirements of the Code are grounds for cancelling the award. A copy of the award must be served on the parties and original deposited in court. Award has same effect as judgment. No charge for depositing award. Enforcement requires issuance by court of execution judgment. Normal costs are charged. Foreign awards enforced by order of the court in same manner as domestic.

Most important arbitration institutes are: Japan Commercial Arbitration Association, Tokyo Chamber of Commerce and Industry Bldg. 13, 3-chome. Marunouchi, Chiyoda-ku, Tokyo; Nippon Shipping Exchange; Osaka Cotton Arbitration Board; Rubber Trade Association of Japan.

The Japan Commercial Arbitration Association was formed in 1950 under the auspices of the Japan Chamber of Commerce and Industry, a national federation of more than 400 local chambers of trade groups. It has a working agreement with the American Arbitration Association and with arbitral institutions of many other countries. The Rules of the Association provide that arbitrators are to be appointed either from its panel or directly by the parties. The Rules provide either for an oral hearing, at which parties may be represented by counsel, or for submission of written statements and evidence without hearing. Awards are rendered in writing within 30 days after the close of the hearing or submission of written proofs. Fees are based on the amount of the claim, on a sliding scale. When the amount is $10,000 or less, the fee is 1½% for each party.

NETHERLANDS

Arbitration is governed by the Code of Civil Procedure. Practically any dispute which can be taken to court can be submitted to arbitration. The agreement may relate to an existing dispute or provide for arbitration of future disputes. Parties may freely stipulate as to procedure, applicable rules, arbitral body and the arbitrators. Usually each party selects an arbitrator and these appoint a third. Under certain conditions the court, or the arbitral body, may appoint arbitrators. An arbitral agree-

ARBITRATION SCENE includes panel with the interested parties. (American Arbitration Assn. Photo)

ment precludes access to the courts. If authorized, arbitrators decide according to equity and fairness (ex aequo et bono), otherwise must apply the law. Arbitrators must make an award in 6 months in writing and state the reasons on which based. The award must be filed within 8 days with the court of the district. Leave to enforce is almost always granted. Awards are not appealable unless the parties provide therefor in their agreement.

Arbitration is frequently resorted to and many sectors of trade have their own institutes of arbitration. In international contracts arbitration by the International Chamber of Commerce is often specified. The Netherlands Arbitration Institute has a working agreement with the American Arbitration Association.

NORWAY

Arbitration is governed by Civil Procedure Act, Law No. 6 of 1915. The arbitration agreement must be in writing and may relate to an existing dispute, or provide for future arbitration. Parties freely stipulate terms of the agreement and choose arbitral body, rules of procedure, and appoint arbitrators. Usually each party selects one arbitrator and they select a third. Under certain conditions a court or arbitral body may appoint arbitrators. Procedure must observe due process including hearing and presentation of case. If authorized in agreement arbitrators decide according to equity and fairness, otherwise must apply the law. The award must be in writing and state reasons on which based unless parties waive this requirement. A copy of the award is filed in court. Enforcement (exequator) of the award is by court order. Awards are not appealable. However, should grounds for invalidity exist, recourse may be made to the courts to annul or set aside the award.

Commercial arbitration cases are heard by several permanent arbitration tribunals at Oslo, Bergen, and Trondheim. Trade associations have special tribunals to resolve disputes involving their members.

PHILIPPINES

Arbitration is governed by Republic Act No. 876 of 1953. Arbitration agreements must be in writing and may relate to an existing dispute, or provide for arbitration of future disputes. Courts will order parties to proceed with arbitration and will stay legal action until completion of the arbitration proceedings. Parties are free to choose the form of the agreement, arbitral body, rules of procedure, applicable law and the arbitrators. The law gives arbitrators power to compel attendance as witnesses, and sets their fee at 50 pesos a day unless otherwise provided. The award must be in writing, served on parties, and filed with court for confirmation. Appeal may be filed against the award, which may be vacated or modified on certain grounds stated in the law. Costs and fees paid by losing party. Arbitration cases are decided by ad hoc tribunals and chambers of commerce.

POLAND

Arbitration is governed by the Code of Civil Procedure (Official Gazette Polish People's Republic, 1950, No. 43, item 394). Arbitration rules are mandatory. Arbitration agreements must be in writing and may relate to a current dispute or provide for arbitration of future disputes. A court will not adjudicate issues submitted to arbitration if its jurisdiction is challenged before the hearing begins. Arbitrators' fees may be fixed in the agreement. Awards must be in writing, state reasons for the decision, and delivered to the parties. An award is unenforceable without an enforcement order, which will be granted on request of the successful party. Awards are not appealable and become binding on issuance. However, parties may ask that an award be set aside because he had no opportunity to state his case, the award is "contrary to public policy or the principles of the People's State," or other grounds recognized by the Code.

The two regular arbitration tribunals are the Court of Arbitration of the Polish Chamber of Foreign Trade in Warsaw and the Court of Arbitration of the Gydnia Cotton Association.

ROMANIA

According to its rules, the Arbitration Commission of the Romanian People's Republic is competent to settle disputes whenever parties have chosen it. The rules of the Commission require the arbitration agremeent to be in writing; both current disputes or future disputes may be covered. Courts normally will not adjudicate matters submitted to arbitration. Arbitrators are appointed by parties from the Arbitration Commission's roster; each party selects one, and these, or the Commission, selects the third.

The procedures of the Chamber of Commerce provide for presentation of case and hearing. Awards must be in writing, stating reasons for decision. They are not published. According to the rules, awards of the Arbitration Commission are final and enforceable. A fee of 1% of the value of the claim is deposited with the Chamber of Commerce when the claim is presented and the arbitrators are remunerated by the Chamber out of these funds. The Romanian state enterprise for foreign trade normally stipulates in its contracts that "disputes shall be settled by arbitration of the chamber of commerce of the country against whom the claim has been raised."

SWITZERLAND

Arbitration governed by the Laws of Procedure of the 25 Cantons. These statutes are favorable to arbitration. In general the same legal principles govern submissions of existing disputes and arbitral clauses. Practically any dispute of a commercial nature can be brought to arbitration. A high degree of party autonomy is permitted and they may select the arbitrators, and designate applicable procedures. However, parties must have an opportunity to be heard, equal treatment must be afforded and due process ob-

served. The award must be in writing and state reasons for the decision unless otherwise agreed by the parties. The arbitrators must apply the rule of law unless authorized to decide in accordance with equity and justice.

Some cantons require the award to be filed for enforcement with a court which then issues enforcement order. Whether an appeal may be filed against the award depends on canton law which varies greatly in this respect. However, annulment is possible under certain conditions. There is no Swiss national arbitration institution, but many trade associations and local chambers of commerce have permanent arbitration tribunals.

SYRIA

With few exceptions arbitration may be agreed to for settlement of any kind of dispute. Arbitrators are appointed by agreement; if the parties cannot agree the arbitrators are court appointed. Awards may be appealed except for jurisdictional reasons. Enforcement of awards is by means of court judgment.

THAILAND

Arbitration in general is governed by the Code of Civil Procedure. Commercial arbitration is regulated by the Commercial Arbitration Rules of July 1, 1968 issued by the Thai Commercial Arbitration Committee. The Rules were formulated by representatives of various chambers of commerce in Bangkok, the Department of Foreign Trade of the Ministry of Economic Affairs, and the Board of Export Promotion.

These chambers and agencies of Government appoint the 15 members of the Committee, whose chairman is the President of the Board of Trade. Arbitration agreements must be in writing, and can apply only to an existing dispute. Parties submit their petition for arbitration to the Registrar of the Office of the Arbitration Tribunal. The Registrar maintains a panel from which the parties may choose arbitrators. When the parties have submitted their dispute to arbitration court action is precluded. The award must be in writing and notified to the parties. No need to register for enforcement. Costs are payable as ordered by the Arbitration Tribunal. Awards issued by the Tribunal are final and unappealable.

USSR

Foreign Trade Arbitration is governed by Decree of the Central Executive Committee and the Council of People's Commissars of USSR of June 17, 1932 (Collection of Laws 1932, No. 48), creating an Arbitral Tribunal operating under the Foreign Trade Arbitration Commission, a non-State public body at the USSR Chamber of Commerce. Any dispute arising from a foreign trade contract may be submitted to the Foreign Trade Arbitration Commission.

The arbitration agreement must be in writing and relate to an already existing dispute (submission). Certain minimal formalities are required concerning notarization of signatures, identification of parties, issues and claim. The courts will not adjudicate issues submitted to arbitration. Each party may appoint an arbitrator, or agree on appointing one from the Commission's roster. Parties may leave the appointment of arbitrators to discretion of the President of the Commission. The arbitration tribunal is not bound by formal rules of procedure, but must, nevertheless, observe due process including summoning parties, presentation of case, and hearing. The arbitrators decide on the basis of the agreement, considering applicable law and custom. The award must be in writing, stating reasons for the decision. All papers filed with People's District Court. Copies are supplied to parties. Enforcement issued by Court on petition. Awards issued by the Foreign Trade Arbitration Commission are final and unappealable.

More Kennedy Round cuts due

The next Kennedy Round tariff reductions are scheduled to take place on Jan. 1, 1970. At that time most of the countries that agreed in the Kennedy Round negotiations to reduce their import duties will implement the third of five 20% reductions, bringing their cuts at that point to 60% of the total agreed upon in the negotiations. Canada, as reported in the June 16 issue of *International Commerce*, Argentina, Brazil, and Trinidad have already put virtually all of their remaining reductions into full effect.

The Kennedy Round, the name given to the agreement that is lowering tariff barriers on an estimated $40 billion of free world trade, was the Sixth Round of Tariff Negotiations conducted under the auspices of the General Agreement on Tariffs and Trade (GATT). The nations that made concessions in the Kennedy Round, which was concluded on June 30, 1967, agreed to reduce tariffs on thousands of non-agricultural products by an average of 35%, with duties on many items being slashed by 50% and more.

The reductions scheduled for next New Year's Day will mark the first time that all participating countries have implemented their tariff cuts on the same date. The United States and ten other countries effected the first one-fifth of their scheduled reductions on Jan. 1, 1968 and the second one-fifth on Jan. 1, 1969. Eighteen other countries fulfilled both of the first two stages of their agreed reductions on July 1, 1968.

All participating countries have now effected at least 40% of their agreed reductions in the Kennedy Round (with the exception of Jamaica, which has not yet implemented any of its agreed reductions, but which is expected to do so shortly). After implementing the third stage next Jan. 1, they are scheduled to put the fourth stage into effect on Jan. 1, 1971 and the fifth and final stage on Jan. 1, 1972.

The countries that are participating in the Kennedy Round reductions are: Australia, Austria, Canada, Chile, Czechoslovakia, Denmark; the European Economic Community (Belgium, France, Germany, Italy, Luxembourg, and the Netherlands), Finland, India, Israel, Japan, South Korea; New Zealand, Norway, Peru, Portugal, South Africa, Spain, Sweden, Switzerland, Trinidad and Tobago, Turkey, the United Kingdom and the United States.

More complete information regarding the Kennedy Round and its implications for U.S. trade is contained in the July 31, 1967, Nov. 20, 1967, Jan. 22, 1968, July 1, 1968, and Jan. 13, 1969 issues of *International Commerce*.

Information on the effect of Kennedy Round negotiations on individual products may be obtained through any U.S. Department of Commerce Field Office or by writing to the Office of International Regional Economics, BIC-880, Bureau of International Commerce, Washington, D.C. 20230.

WORLD MARKETS SINCE 1962: IX (SUMMARY)

U.S. lead in manufactures trimmed by competitors

Detailed Commerce survey shows transport items are best sellers, Canada is key market

U.S. exports of manufactures have advanced strongly since 1962 largely as a result of outstanding performance in a relatively small number of commodity and area markets. Our sales gains, however, have failed to match the pace set by leading industrial competitors.

Shipments of manufactures to foreign markets from U.S.-based plants rose by $7.1 billion, or 52% from 1962 to 1967. This rate was substantially less than the 63% increase recorded in exports from the 13 other major supplier nations to markets outside the United States. In 1968, U.S. exports were more expansive than the average of the other countries, but the improvement was insufficient to offset our relatively poor record earlier in the decade.

Transport equipment exports from the United States, which registered the fastest growth rate among our manufactures with an advance of two-thirds, were the only products to keep up with the rise in competitor's shipments.

Electric machinery became more important in U.S. export trade. In contrast, chemicals contributed a smaller portion of this country's shipments, as the rate of gain in its deliveries slipped relative to the average for all our manufactures. Also lagging was the export pace in other manufactures—principally metals and manufactures, textiles, clothing, and other nondurable consumer goods. Nonelectric machinery sales, our leading manufactured export, just matched the average rise.

The expansion in U.S. exports showed a high degree of concentration. Of the 90 products examined in this series of articles, 10 provided slightly more than half the rise in our outflow. In 1967, these 10 represented 37% of U.S. manufactured exports compared with 29% five years earlier. The key factors accounting for the rapid growth in sales of these products were the cost advantage deriving from accessibility to a huge domestic market and their technologically advanced level.

The top three gainers were transport items—passenger cars, automotive parts and motor vehicles other than cars, and aircraft—with combined export increases of $1.6 billion. Automotive shipments were stimulated primarily by the duty-free provisions of the U.S.-Canadian Automotive Products Trade Agreement of 1965. Passenger cars were particularly expansive.

Organic chemicals, the only chemical product line among the ten leaders, became relatively more important as a result of a near doubling in the value of exports. Comparable increases were noted in two types of nonelectric machinery—pumps and centrifuges and materials handling equipment; the rise was even sharper in two others, internal combustion engines and electronic computers and related statistical machines.

U.S. shipments of electric power machinery and switchgear, our leading electric machinery export, were over 90% higher than in 1962. Also among the big gainers were sales of professional, scientific, and controlling instruments.

Leading gainers in U.S. manufactured exports

Commodity	Increase from 1962: Value $ million	Increase from 1962: Percent of total rise in manufactures	U.S. exports, 1967: Value $ million
Total	**7,069**	**100.0**	**20,769**
Automotive parts; other motor vehicles	556	7.9	1,531
Passenger cars	551	7.8	824
Aircraft	539	7.6	1,518
Organic chemicals	345	4.9	748
Internal combustion engines	340	4.8	560
Professional, scientific, and controlling instruments [1]	315	4.5	628
Electronic computers and statistical machines	250	3.5	421
Electric power machinery and switchgear	246	3.5	510
Pumps and centrifuges	245	3.5	454
Materials handling equipment	213	3.0	446
All other	3,469	49.0	13,129

[1] Includes medical equipment and photographic and motion picture apparatus.

Exports to Canada jump

The spectacular gain in deliveries to Canada dominated developments in our area markets. Already this country's most important foreign outlet in 1962, the United States doubled its sales to Canada to $5.8 billion by 1967. Thus, that country absorbed another $3 billion, or over two-fifths, of our total export gain in manufactures. The most vigorous growth occurred in the outflow of transport

equipment, as shipments of road motor vehicles and parts surged from 1966 and sales of aircraft boomed in 1967.

An additional billion dollars' worth of U.S. goods, or 15% of the rise to all markets between 1962 and 1967, was purchased by West European countries other than the European Economic Community (EEC). The most significant factor in this vigorous advance was the substantial increase in deliveries to the United Kingdom.

Although replacing the 19 American Republics as our second ranking market, the EEC did so largely by default. In 1967, Common Market countries took only 16% of our manufactured exports, a decline of two and one-half percentage points in five years. The declining importance of the rapidly expanding Common Market in U.S. exports was traceable in large measure to the step-up in trade among the Six as internal barriers to the movement of goods were eliminated.

Modest gains

Relatively sluggish demand for foreign goods in the American Republics limited U.S. sales to modest gains. As a consequence, these nations also took a smaller proportion of our manufactured exports than in 1962. Nevertheless, U.S. exporters experienced a slight increase in their share of the 14 industrial countries' shipments to the Republics.

Australia/New Zealand/South Africa increased in importance as a U.S. customer. Our deliveries to the three countries in 1967 were nearly twice as high as in 1962, with sales of transport equipment and machinery responsible for much of the expansion. Japan, on the other hand, was among our least buoyant markets, due primarily to that country's increased buying from Western Europe. The rate of gain in U.S. shipments was only half that from other leading suppliers. South and East Asia, the Near East, and developing Africa also accounted for declining portions of total U.S. shipments.

U.S. share weakens

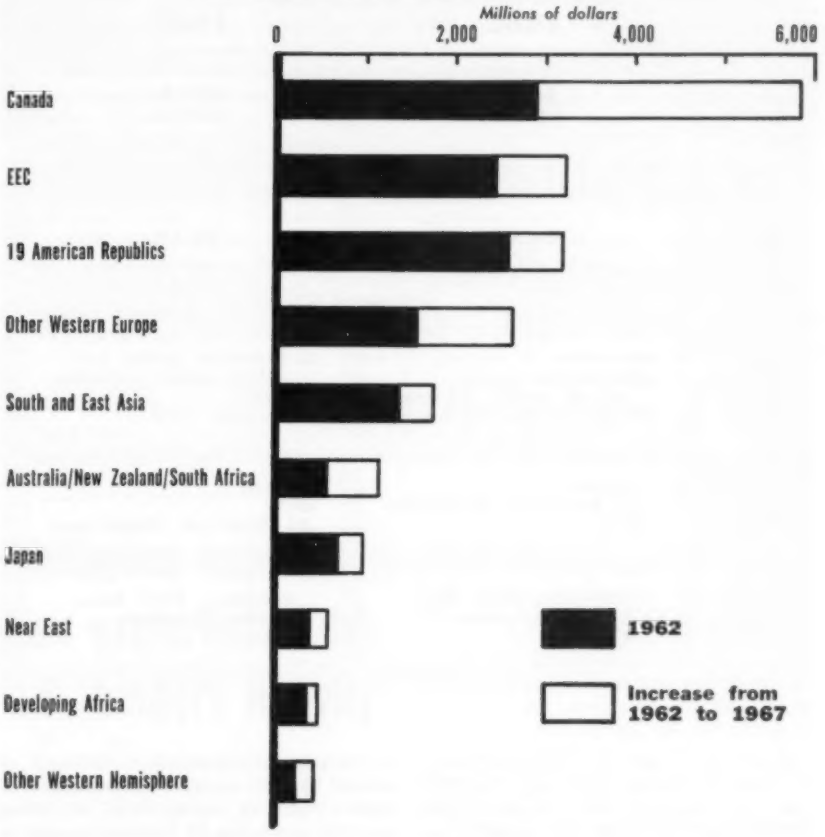
The lagging pace of U.S. exports relative to competitors' sales caused a decline in our overall share of the world manufactures market from 24.4% in 1962 to 23.1% in 1967. This slippage was equivalent to a loss of $1.1 billion, or 5½% of our exports of these products in the latter year. The adverse effect is reduced to less than a half billion dollars, however, when computed on a weighted basis, that is, by summing the dollar equivalents of changes in our shares of each of the 90 manufactured products in each of eleven world markets.

Underlying these positive and negative share changes were diverse factors affecting the flow of international trade. Principal among these influences were relative prices, credit terms, speed of delivery, servicing, tariffs and other trade barriers, government programs, historical ties between exporting and importing nations, and relationships between parent companies and foreign subsidiaries. The net impact of this variety of forces was unfavorable to our exports during the period from 1962 to 1967.

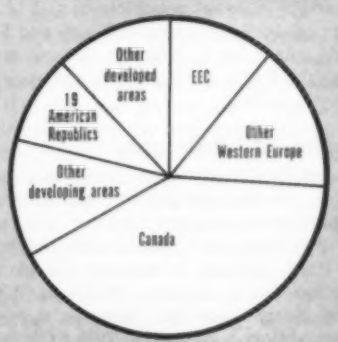
The share gains in product/area markets, expressed in monetary terms, were greatest in our shipments of transport equipment to Canada; these were estimated at $410 million in 1967. Significant improvements in our position were also realized in deliveries of nonelectric machinery to the American Republics and chemicals to South and East Asia. Moreover, the United States scored vis-a-vis

Canada widens lead as top U.S. market

U.S. exports of manufactured products



Increase in U.S. exports as % of U.S. rise to all markets from 1962 to 1967



Profile of U.S. in world manufactures market

	1962	1967
Exports	$13.7 billion	$20.8 billion
	Increase: 52%	
Share	24.4%	23.1%
	Decrease: 5½%	
Biggest selling products	Aircraft Automotive parts; other motor vehicles Metalworking machinery	Automotive parts; other motor vehicles Aircraft Passenger cars
Leading markets	Canada 19 American Republics EEC	Canada EEC 19 American Republics
Principal competitors	Germany, Fed. Rep. United Kingdom France	Germany, Fed. Rep. United Kingdom France

competitors in sales of electric machinery to Western Europe other than the EEC and to Australia/New Zealand/South Africa. Our exports of basic manufactures showed comparative strength in the small developing Western Hemisphere market outside the American Republics.

U.S. share losses were most severe in the EEC, where our position eroded in each of the five major product groups. The share deterioration in total movements of manufactures to the Six was equivalent to an export loss of $725 million. Our position also weakened substantially in basic manufactures and transport equipment shipped to South and East Asia, chemicals to Western Europe other than the EEC, and transport equipment to the Near East.

Japan and Italy gain

Among our principal industrial competitors, the sharpest gains in manufactured exports were achieved by Japan and Italy. Both nations more than doubled deliveries of these products to markets outside the United States between 1962 and 1967. The Netherlands and Belgium recorded sales advances of around 70%; Germany and Sweden, better than 60%.

Germany strengthened its standing as second largest supplier of manufactures with a climb in exports to $17.6 billion in 1967 (excluding $1.9 billion shipped to the United States). During the five-year period, its share of the world market expanded slightly to reach 19.6%. This improvement stemmed from better performance in chemicals, where German exports were almost equal in value to those of the United States, and in basic manufactures of which it is the world's largest exporter.

The upsurge in shipments by Japan boosted its share to 7.6% in 1967. That country showed widespread strength in manufactures. Italy's position, which improved to 6.9%, expanded in all major groups except for transport equipment. Despite a loss in share to 11.6%, British exporters remained the third ranking suppliers of manufactures. Weakness in transport equipment and basic manufactures dropped France's standing fractionally to 8.8%.

A catalog listing the more than 1,100 Market Share Reports on which this series of articles was based is now available without charge from the Commerce Department's Sales and Distribution office (see box on this page).

Series concluded

With the accompanying summary article, *International Commerce* concludes a nine-part series on changes in the U.S. competitive position in world markets for manufactured goods, 1962-67. The introductory article, an overall view, was presented in the issue of May 5. Others, in greater detail, have appeared as follows:

The U.S. competitive position in developed countries, May 12; developing countries, May 19; nonelectric machinery, June 2; electric machinery, June 9; transport equipment, June 16; chemicals, June 23; basic manufactures, June 30.

The reports were prepared by the Commerce Department's Bureau of International Commerce from special computer runs designed by the Bureau's International Trade Analysis Division and ordered from the United Nations International Trade Statistics Centre. The data are assembled in more than 1,100 Market Share Reports, available from Sales and Distribution, Room 2119, U.S. Department of Commerce, Washington, D.C. 20230. Country reports are priced at 75 cents each; commodity reports, 10 cents.

New Korea guidelines stress know-how gain for approval of some licensing accords

The Korean Government recently adopted new guidelines for the approval of technical licensing agreements. Priority approval is to be given to agreements transferring technology to Korea's export industries, know-how for the development of the local machinery industry, and technology that is not available in Korea and which cannot be developed locally without undue cost.

In principle, licensing fees must not exceed 3% of net sales and the payment period is not to extend over three years. These guidelines also restrict the use of guaranteed minimum payment conditions and the employment of technical licensing agreements solely to transfer trademark rights and corporate goodwill.

In addition, technical licensing agreements are to include provisions granting the licensee later improvements in the technology covered by the contract and assurances as to the quality of the products manufactured on the basis of the induced know-how.

George Borrowman will direct new Paris Trade Center

Leaves Milan Trade Center post this month; in Commerce since '63

George Borrowman, deputy director of the U.S. Trade Center and Consul in Milan, Italy, has been appointed director of the new U.S. Trade Center in Paris and Attache of the American Embassy there.

Borrowman, following 20 years as a businessman in the steel and publishing field with marketing and general management executive assignments in the Bethlehem Steel Export Corp. and the Reuben H. Donnelley Corp., joined the U.S. Department of Commerce in 1963 to assist in developing the Government's then new export expansion program.

During the last six years, Borrowman has served at more than 20 Embassies and Consulates in Europe and Latin America in management and market development operations of U.S. commercial exhibitions. He served as deputy director of Commercial Exhibits in the United Kingdom and Latin America as well as deputy director of Commercial Exhibits in the Mediterranean Basin, Middle East and African areas.

At seventh trade center

In 1968, Borrowman was named deputy director of the U.S. Trade Center and Consul in Milan. He leaves this post to become director of the Trade Center in Paris in early July. This center will be the newest and largest of the seven U.S. trade centers overseas. It is located on Avenue de Neuilly, beyond the Arc de Triomphe in a growing commercial section of Paris.

Borrowman graduated cum laude in 1936 from Lafayette College and attended Northwestern University Law School. He is a retired commander in the U.S. Naval Reserve and during World War II served for four years in the Aleutians, Mediterranean area and in the Philippines. He was given the U.S. Navy Commendation Award for combat demolition operations with the Southern Luzon guerillas behind the Japanese lines in 1945.

The first show at the Paris U.S. Trade Center will be held from Nov. 17 to 21. It will put on display American-made laser equipment.

U.S. trade surplus down in May

The U.S. merchandise trade balance in May was in surplus by $15.7 million. This was significantly below the April surplus of $177.5 million, according to William H. Chartener, Assistant Secretary of Commerce for Economic Affairs.

Merchandise exports—excluding defense shipments—totaled $3,291.8 million, seasonally adjusted. This is nearly 2% below April, but 20% above a year before. General imports, at $3,276.1 million, were 3% above the April total and 19% above a year earlier.

Both exports and imports exceeded normal levels in May, as the backlog of cargoes accumulated during the longshoremen's strike at East and Gulf Coast ports continued to be worked off. Backlogs are still evident at some ports.

"Some of the export and import losses incurred during the port shutdowns will not be fully recovered this year," Chartener said. "Moreover, these losses probably apply more to exports than imports." Very rough approximations now suggest that the dock strike may have adversely affected the trade balance by $250 million, somewhat greater than the loss during the 1965 strike.

"With U.S. ports shut down, some U.S. buyers of foreign goods could not readily postpone purchases or switch their orders to other foreign sources but had to rely solely on alternative domestic sources. On the other hand, foreign buyers of U.S. goods blocked by the port tie-up could turn both to other foreign sources and to their own domestic suppliers for their needs," Chartener said.

Philippine import ban expected to hit U.S. traders heavily

The Philippine Central Bank instructed all commercial banks on June 18 to suspend the opening of letters of credit (LC's) for a wide range of imports considered semi- or non-essential. Since LC's are required for nearly all imports, the suspension is tantamount to a ban on imports of the items affected.

Included in the ban are all products which fall under the following Central Bank classifications: semi-essential consumer goods, semi-unclassified producer goods, non-essential consumer goods, semi-unclassified consumer goods, unclassified producer goods, and unclassified consumer goods. These classifications are the same as those used to administer the advance import deposit system (see INTERNATIONAL COMMERCE, Nov. 4, 1968, p. 31).

The Central Bank has indicated that the ban is needed to ease pressures on Philippine foreign exchange reserves. Although balance of payments deficits have occurred in the last two years, with no improvement in sight, administration officials have consistently maintained that the volume of money supply has remained stable, that there is no threat to either the stability of the economy or the overall monetary situation, and that there is no basis for speculation on the currency.

U.S. exports are expected to be particularly affected by the ban, which includes most foods and beverages, textiles and clothing, household appliances, leather and paper products, passenger cars, musical instruments, lighting fixtures, cosmetics and toiletries, and certain chemicals. Details on specific products may be obtained from the Far Eastern Division, BIC, U.S. Department of Commerce, Washington, D.C. 20230.

While it is too early to determine the full effect of these restrictions on U.S. exports, preliminary estimates indicate that losses could amount to $40 million a year if they are not relaxed. No date was given as to how soon the ban might be lifted.

Hawaii agency is sponsoring seminars on Far East trade

A series of seminars for U.S. and Canadian businessmen interested in trade and investment opportunities in the Far East is being sponsored by the State of Hawaii's International Services Agency.

The first, on "Investment Prospects in Thailand," will be held July 31-Aug. 1 at the Kahala Hilton Hotel in Honolulu. Dr. Amnuay Viravan, Secretary-General of the Board of Investment of Thailand, will serve as chairman. Other seminars, on Indonesia, Taiwan, Singapore, Korea and other areas, are being scheduled.

For further information **write:** Dr. George Kanahele, Hawaii International Services Agency, State Capitol, P.O. Box 2359, Honolulu, Hawaii 96804.

Third Pennsylvania trade mission, to South America, is best yet, State Commerce office reports

Commonwealth's Director for International Trade Development says sales totaling $2.5 million have been chalked up

"Even more successful than the other two," is the story of the third Pennsylvania trade mission—the State's first to South America.

As testimony to its success Governor Raymond P. Shafer—who led the recent mission and also the State's initial one, to Europe, in the fall of 1967—is already arranging for a fourth.

Comprised of businessmen that included four repeaters, the newest group chalked up direct sales of more than $2.5 million, with a much greater potential for the future, declares John Acton, the Pennsylvania Department of Commerce's Director for Port and International Trade Development. He says that Jack Morgan, President of Captain Industries in Montgomeryville, for example, reported sales of $250,000 for just this year, and a $2 million potential within three years.

Electronics was a major interest of the Pennsylvanians who visited Caracas, Rio de Janeiro, Sao Paulo, and Buenos Aires, May 21-June 4. Their companies manufacture such equipment as contact assemblies and precision metal stampings for the electric and electronic industries, balancing and testing machines, service and safety instrumentation, steel ball machinery, temperature sensing systems for molten metals, and an instant dispenser of food and beverages for hotel/motel rooms.

"I accomplished more for my companies in two weeks than I would have in two years under my normal overseas programs," related Edward Muriot, President of Air Shields, in Hatboro. The manufacturer of specialized hospital equipment also promoted other products of his sister companies in the Narco Scientific Industries complex.

"While I am not at liberty to cite the exact amount of business I concluded, I did come home with substantial orders from each of the countries visited.

"But even more important than the direct sales were the marketing and distribution arrangements I made for future sales. I am certain that our marketing program from much of Latin America has been advanced by more than two years. Sales and profit figures for our company will reflect the success of this mission for sometime in the future," Muriot concluded.

Larry Littman, President and Chief Executive Officer of Electro-Nite, Philadelphia, reported results in South America far in excess of his expectations:

"Although we had excellent results on the first two Pennsylvania missions to Europe and the Far East, we were, frankly, skeptical, about our possibilities in South America.

"We could not have been farther wrong! There is a strong and growing market in South America for our products. Import controls and restrictions are no real obstacles for products that are really needed. And businessmen there, as at home, are anxious to buy our products when their productivity can be shown.

"I went to South America with the idea that there would be a limited market for one of our products. I found a strong market for this product and a great market for another of our products. Much to my surprise I anticipate a market of more than $1 million in 1970 in the countries we visited."

Promotes port facilities

John Frazier, Director of the World Trade Division of the Delaware River Port Authority, reported the success of his organization's first promotional effort in South America.

"John Acton and I presented the story of the Ports of Philadelphia with color slides and Spanish narration in seven major cities in Latin America to more than 200 executives of shipping lines and major shipping firms.

"It was most useful to inform these decision-makers of the new construction in our ports and to point out the efficiencies we could offer them. They simply were not aware of our progressive development programs.

"I can think of no other way," he continued, "that we could have reached this important audience. With the limited time and budget we faced, the U.S. overseas posts did a remarkable job of making the arrangements that enabled us to tell our story to the right people."

William R. Menseck, Vice President of the Fidelity Bank in Philadelphia, reported that he will be occupied most of the time in the next several months following up leads which he developed for the companies he represented on the mission.

He plans to become a salesman for industry-organized Government-approved missions. "We deal with businesses of all sizes every day. I never realized the benefits of a trade mission for a small to medium-sized business could be so great! The concrete results we achieved for the businesses we represent have to be an object lesson for others. I plan to spread the word."

Takes business proposals

Ed Smith and Frank Payne of the Pennsylvania Department of Commerce conducted interviews with businessmen interested in trade proposals submitted by Pennsylvania businesses not able to be represented personally on the mission.

AS PENNSYLVANIA MISSION LEAVES for Caracas, group is joined by its leader, Governor Shafer (l.).

"We spoke with over 200 South American businessmen who expressed an interest in the products we represented and brought home more than 150 interested inquiries. For a very small cost we were able to provide a ready means for increasing the exports of the Pennsylvania concerns," Payne pointed out.

Tom Broughton, Sales Manager for Tinius Olsen, Willow Grove, reported success not only from his regularly scheduled appointments, but from his informal contacts as well "Quite by accident I made contact with an excellent distributor at our reception in Caracas and we hope we can do a lot of business with him.

"Similarly, I was seated next to the head of the Technical Education System of Brazil at a luncheon in Sao Paulo. Through him I was able to learn of some important procurements planned for this year. We look forward to supplying many of these items."

Another step

Governor Shafer summed up the program with this statement: "The success of this year's mission has convinced me that Pennsylvania must expand its trade mission program. While our primary purpose is to promote the sales of products produced in Pennsylvania, the goodwill we created both for Pennsylvania and for the United States was also of tremendous importance.

"I have instructed Secretary of Commerce Robert Mumma to arrange a trade mission to Europe next year which will include seminar programs and displays of products made in Pennsylvania. I plan to lead this mission and am confident that it will constitute a further step in our aggressive international trade program."

In addition to those mentioned, participants included Donald Cunnion, Bureau of Markets, Pennsylvania Department of Agriculture, who investigated the market potential for the State's food products; Richard Fraenkel, manager of export sales, Bachrach Instrument Co., Pittsburgh; Herbert Graves, III, vice president and general manager of Gibson Electric, Talon Division of Textron, Delmont; and Willis Koehler, president of Koehler & Sons, Hatboro.

Both earlier Pennsylvania missions, to Europe in the fall of 1967 and to the Far East in the spring of 1968, were considered successful. The first—with emphasis on instrumentation—generated immediate sales and agency agreements, and response to a variety of leads for future business encouraged the State to undertake the second. In the Far East, six months later, the second group's sales boomed and about a dozen agencies have been established as a result of the participants' negotiations.

JACKSONVILLE MISSION to Bahamas took part in reception, arranged by U.S. Consulate, for prospective customers in Nassau. Attending, above (l. to r.), members Jefferies, Conway, Griffin, Martin, Godwin.

Jacksonville Chamber of Commerce reports on Bahamas mission

Ten-man group visits Nassau, gets leads for future business

The Jacksonville Area Chamber of Commerce has been added to a lengthening list of local chambers across the country that have been organizing trade missions to sell U.S. products abroad.

The ten-man Florida group that spent three days in the Bahamas last month reports it is looking toward some $200,000 worth of sales annually as a result of the business tour. Equally significant, a second mission—possibly to Jamaica—is being considered.

James E. Mooney, Jr., executive vice president of the Jacksonville Area Chamber of Commerce and mission leader, and E. T. Leverenz, director of the Chamber's World Trade Committee, represented the sponsoring organization. Business members were:

Russell Godwin, Florida Feed Mills; George Jefferies, Jefferies Food Co.; Charles M. Conway, Jr., Aetna Steel Co.; R. A. Gray, J. G. Christopher Co.; Ben Carlin, King Sales & Auto Parts; A. Lee Griffin, E. H. Thompson Co.; and Jim Martin, Jr., Jim Martin Tire Co. Charles Cook represented the Jacksonville Port Authority.

The Oklahoma City Chamber of Commerce was the first local chamber to send a trade mission abroad under the Commerce Department's industry-organized Government-approved missions program. Since that time—the fall of 1965—the chambers of Lubbock, Odessa, San Antonio, and Forth Worth in Texas, Tulsa in Oklahoma, Miami/Dade County in Florida, Camden Co. in N.J., and Minneapolis and San Francisco have sent such missions to Central and South America, the Far East, Eastern Europe, and Canada. The chambers of Lubbock, Odessa, Miami, and Minneapolis have organized second missions and Fort Worth, four.

United States overseas

Entering exporting for the first time or seeking to expand overseas markets, U.S. firms interested in foreign promotions may find aid in the columns below listing details of coming U.S. overseas activities.

Sales opportunities in seven U.S. exhibitions at commercial trade fairs around the world and 19 shows at the seven U.S. Trade Centers are being offered to present and potential U.S. exporters between now and June 17, 1970. The shows and commercial fairs are planned after market research indicates a demand for a particular category of products.

Other opportunities of interest are trade missions, America Weeks promotions, the Sample Display Service, and Mobile Trade Fairs. The last three are more fully described in a special notice accompanying this list.

Of the 26 events for which the Bureau of International Commerce is now seeking exhibitors, Germany and Japan are slated for five shows each, the United Kingdom for four, Italy for three, Paris, Bangkok and Stockholm for two each, and Israel, Hong Kong and Australia for one each.

Each Trade Center exhibition is limited to one particular line of products. Centers are located in London, Bangkok, Milan, Frankfurt, Stockholm, Tokyo, and Paris. The Paris Trade Center is scheduled to open Nov. 17 with a laser equipment show.

For further information on the Trade Center shows described in this listing, or for more facts on U.S. exhibitions at overseas trade fairs, **write:** Commercial Exhibits Program, BIC-932, U.S. Dept. of Commerce, Washington, D.C. 20230.

Trade missions are groups of U.S. businessmen organized to travel abroad to promote the export of U.S. goods and services manufactured by their particular industry. Some are organized and financed by the U.S. Government, while others are originated and paid for by various U.S. industries, with Government approval and assistance.

U.S. manufacturers, wishing further details on submitting business proposals for participation in future trade missions should **write:** Trade Missions Division, BIC-926, U.S. Department of Commerce, Washington, D.C. 20230.

The following calendar of upcoming American trade promotion activities is based on the latest data available. It appears regularly in the first issue of INTERNATIONAL COMMERCE each month.

CONSUMER PRODUCTS. Hong Kong and Australia. "Youthquake USA" will be the theme of the America Weeks promotion scheduled for the H. W. Turning & Co., Ltd., 21-unit department store chain in Hong Kong, July 4-14. Another sale, the largest single America Weeks promotion to date, is planned for August, September and October, throughout the Myer's/Farmer's chain of stores located in Brisbane, Adelaide, Melbourne, and Sydney, Australia. Myer Emporium, Ltd., stores form one of the most important department store chains in Australia, with 41 units. Commerce is supplying customer attractions for both promotions. A wide classification of department store merchandise will be featured. Write America Weeks, BIC-926, U.S. Department of Commerce, Washington, D.C. 20230, or telephone Area Code 202, 967-2051, for more details. **Promotions in progress now through October.**

HIGH FIDELITY STEREOPHONIC SOUND EQUIPMENT. Italy. A special opportunity to show and sell the latest high fidelity and stereophonic sound equipment is being offered to U.S. manufacturers in an exhibition in conjunction with an Italian fair. Through close collaboration, the U.S. Exhibitions' staff and Italy's Salone della Musica are launching a special promotional campaign aimed at the widest possible trade and consumer audience exposure. This cooperative effort will include audience solicitation, press conferences, and joint attendance at opening ceremonies. Italy's booming economy, showing promise of a GNP rate increase of at least .8% over last year's, indicates increased purchasing power to back the lively interest in Italy for advanced sound reproducing equipment. Amplifiers, tape cartridges, speakers, tuners, receivers, turntables and automobile stereos are items among the equipment and accessories that will make up the U.S. Exhibition. For complete details on participation in this opportune promotion, call Area Code 202, 967-5351. **Milan Trade Center. Sept. 7-11.**

PAPER, ALLIED INDUSTRIES PRODUCTS. Thailand. Thailand today offers immediate and long range sales opportunities and profits for U.S. manufacturers of paper, printing and allied equipment. The rapidly increasing tempo of business, the brisk advance of industrial development, coupled with the ready acceptance of advanced methods of packaging, merchandising and business management have led to an accelerated use of paper in all its forms. While the demand for paper products continues to expand, local Thailand producers are presently able to supply less than a quarter of the paper stocks needs. Over the next year, however, completion of several large new paper factories will change the supply substantially, especially for kraft, newsprint and some simpler types of paper stock. This local source of less expensive paper is expected to further stimulate Thailand's domestic converting and graphics industry, creating more promising markets for U.S. manufacturers. For additional information call Area Code 202, 967-4858. **Bangkok Trade Center. Sept. 16-19.**

CHEMICAL PROCESSING EQUIPMENT. Japan. The dynamic expansion of chemical production in the last few years has made Japan the world's second largest producer. The chemical industry increased production by 17% in fiscal year 1967 with a 10% increase estimated for fiscal 1968. Japanese petrochemical production alone increased 28% in fiscal 1967 to 25% of aggregate chemical output. Equipment investment in the chemical industry rose by an estimated 55% in fiscal 1968 to $1.4 billion. The petrochemical industry, which has a 50% share of chemical investments, estimated increasing

promotions scheduled

investment in FY 1968 at 78.2% over the preceding year. A recent market study indicates strong Japanese interest in certain types of U.S. chemical processing equipment. U.S. manufacturers can capture a growing share of this market as the Japanese desire the most modern equipment and will pay for it. Some of the products with outstanding sales potential in Japan are: corrosion resistant materials; disposal, recovery and cleaning systems; temperature and pressure equipment; separating, size reduction and classification equipment; instruments for plant control, automation equipment and vacuum equipment. For more information on this market and for full details on how you may participate, telephone Area Code 202, 967-4511. **U.S. Commercial Exhibition, Chemical Plant Engineering and Measuring Equipment Show, Tokyo. Sept. 16-21.**

WELDING AND CUTTING EQUIPMENT. Germany. The Department of Commerce will sponsor a U.S. Exhibition at the Seventh Welding and Cutting Trade Fair at Essen in September. This fair is held every four years and is acknowledged to be the largest and most important fair in its field. For further information call Area Code 202, 967-4601. **U.S. Commercial Exhibition, Seventh Welding and Cutting Trade Fair, Essen. Sept. 20-28.**

THERMAL INSTRUMENTS. United Kingdom. In the United Kingdom the market for all thermal instruments totaled $75 million in 1968. That group of thermal instruments to be included in this exhibition had a 1968 market of $50 million. The thermal instrument market, under conditions existing at the beginning of the year, is projected to increase by 10% in 1969. Imports from the United States into the United Kingdom are expected to increase in 1969 over 1968 by approximately 5%. The increase will be greater for those products incorporating advanced technology as the United Kingdom continues to rationalize and expand industrial production. The objective of the thermal instruments exhibition is to give an opportunity to the major users in the United Kingdom to review all their thermal instrument requirements against the best the United States manufacturers have to offer. For complete details telephone Area Code 202, 967-3848. **London Trade Center. Sept. 22-26.**

COMPUTER COMMUNICATIONS AND DISPLAY EQUIPMENT. Germany. Germany is the largest computer market outside the United States. There were approximately 3,800 computers installed as of January 1, 1968, and this figure is projected to grow by about 1,000 installations per year until 1972. Exports from the U.S. have also grown on an average of 50% during the past 3 years reaching $81 million in 1968. Over 80% of the computers installed and on order in Germany are of U.S. design making most U.S. peripheral and software compatible. Plan now to explore this giant market further. For detailed market information, call Area Code 202, 967-4162. **Frankfurt Trade Center. Sept. 22-26.**

AUTOMOTIVE DIAGNOSTIC AND SERVICE EQUIPMENT. Japan. Phenomenal growth in automobile ownership, combined with a compulsory comprehensive inspection system, has created a growth market for diagnostic and service equipment. Thirteen million four-wheel vehicles were registered in Japan in 1968, a 30% increase over 1967. By 1973, registrations are expected to reach 22 million. Over 40,000 automotive service facilities are now in existence, and severe shortage of skilled mechanics has created a growing demand for advanced service and maintenance equipment. Government regulations require detailed semi-annual inspections of privately-owned automobiles and monthly inspection of commercial vehicles. All vehicles must undergo comprehensive annual inspection. There is, therefore, a considerable market for diagnostic equipment. Currently 2,000 private repair shops are authorized to undertake this inspection, and by 1974 the number is expected to increase to 9,600. In 1967, 38 U.S. firms successfully exhibited in a similar show in the Tokyo Trade Center. Take advantage of this opportunity to sell in a rapidly expanding market by calling Area Code 202, 967-4511. **Tokyo Trade Center. Sept. 29-Oct. 4.**

PRODUCTION EQUIPMENT FOR THE ELECTRONICS INDUSTRY. Japan. The market for electronics production equipment is one of the most intriguing in Japan today. Japan has carved out a position in world markets as the second largest producer of electronic products. This breathtaking growth has fostered a dramatic increase in demand for electronics production equipment, a significant portion of which must be imported. For example, imports account for from 60-70% of the integrated circuit production equipment used in Japan. Purchases of electronics production equipment during 1968 have been estimated at over $30.5 million. The largest single category was IC production equipment ($14 million) followed by production equipment for semi-conductors ($8.3 million), automatic printed circuit boards ($5.3 million), and semi-conductor material ($2.7 million). U.S. products are in demand. The U.S. Exhibition will include production equipment for manufacture of integrated circuits, printed circuit boards, semi-conductor materials and components, and large scale wire interconnecting equipment. This exhibition is part of the annual Japan Electronics Show sponsored by the Electronics Industries Association of Japan. Take advantage of this opportunity by calling Area Code 202, 967-4705. **U.S. Commercial Exhibition, Japan Electronics Show, Osaka. Oct. 1-7.**

HOTEL, RESTAURANT, MEDICAL, AND CHEMICAL EQUIPMENT AND MACHINE TOOLS. Israel. Israel has entered a new phase of economic development and is moving toward modernization and automation of industry, promotion of exports and tourism, and improving the medical facilities available to her people. Hotel, restaurant, and catering equipment; medical and hospital equipment; chemical processing equipment; and selected machine tools are needed to fulfill her long-term development plans. A recent market survey conducted by the U.S. Department of Commerce showed that sales opportunities have never been better for these products. To insure your share of this booming market, call Area Code

CREATING INTEREST, this new gas turbine by General Electric operates at 25,000 horsepower. GE exhibited their turbine, used for ship propulsion, at the Stockholm Trade Center during January's Maritime/USA exhibition.

202, 967-4508 to obtain full details on how you may participate in this exhibition. **U.S. Solo Exhibition, Tel Aviv. Oct. 5-10.**

INDUSTRIAL PROCESS CONTROLS. Germany and the Netherlands. $350 million! That's the forecast of the size of the 1969 market for industrial process controls and computers in Germany and the Netherlands, and the outlook is for an absolute minimum growth of 10% annually for the next five years. An acute shortage of skilled labor and international competition have combined to create a receptive market in both Germany and Holland for U.S. products in the process control fields. To assist U.S. firms to exploit this sales opportunity, the Commercial Exhibitions Program will sponsor a unique floating exhibition, incorporating the K.D. Lines' ships, the M.S. Loreley, and M.S. Europa. Exhibition stops will be made in Germany at Cologne, Karlsruhe, Wiesbaden (Frankfurt area), and Duisburg (head of Ruhr Valley area), and in the Netherlands at Rotterdam. For complete details on this unique Rhine Solo Exhibition, phone Area Code 202, 967-3088. **U.S. Solo Exhibition, Rhine River, Germany and the Netherlands. Oct. 13-25.**

ENVIRONMENTAL POLLUTION CONTROL. Scandinavia. In March 1969, Sweden kicked off an extensive Government, TV and radio-sponsored campaign for new and improved control measures in the areas of air and water pollution. While there are no specific statistics available regarding production and foreign trade in this area, an on-the-spot survey reveals a very active and growing market in Scandinavia for pollution control equipment, as well as monitoring and calibration instrumentation. In 1969, Sweden alone will spend over $100 million on such equipment and instrumentation. Potential best sellers for American manufacturers range from sludge reduction equipment to sophisticated calibration equipment for measuring presence of metal, fluorine and acid in industrial effluent. American manufacturers of solid waste disposal equipment and noise abatement devices are also invited to participate in this important event. This is a too-good-to-miss opportunity for U.S. firms to show and sell their products in the Nordic market area. For further information on the demand for pollution control equipment and instrumentation in Scandinavia, and for details on exhibiting, call Area Code 202, 967-3741. **Stockholm Trade Center. Oct. 15-21.**

CONNECTORS, RELAYS, MICROSWITCHES, POTENTIOMETERS. Germany. German consumption of electrical components is growing at one of the fastest rates for any segment of the economy. The total market, aside from the demand of the German Bundespost for connectors, relays, microswitches and potentiometers is estimated at $90 million a year. It is expected to grow at a rate of 20% a year. The American share of this market is about 30% with about $15 million representing direct imports from the USA, the balance being manufactured in Germany and other European countries. A substantial portion of these imports is intended for military applications. For further information on this market and how you may exhibit, call Area Code, 202, 967-4162. **Frankfurt Trade Center. Oct. 20-24.**

ADVANCED TRAINING AIDS. Italy. Italy's brisk economic growth at a rate higher than any other European country has pushed its gross national product beyond the $70 billion mark in 1968. This unprecedented level of national wealth is twice that of only a decade ago. Government officials and businessmen all agree that Italy must strive toward the highest educational standards in order to support its highly industrialized society. It is in this setting that a recent market study concludes that Italy is an excellent and growing market for advanced educational aids and audio-visual equipment for industry, schools, and government. To ensure your share of this growing market write now to obtain full information on how you may participate in this important exhibition, or call Area Code 202, 967-3944. **Milan Trade Center. Oct. 21-25.**

PLASTICS EQUIPMENT. Germany. The German economy, currently one of the strongest in Europe, is in a period of brisk expansion. The German plastics industry is booming, opening select opportunities for sales and licensing of U.S. plastics material, instrumentation and equipment. U.S. exports of plastic materials, machinery and special equipment amounted to $33.7 million in 1968. Sales of special equipment and instrumentation imported from the U.S. are expected to grow at twice the average annual growth rate of 12% for the German plastics industry. For further market information and details on how to increase your sales through this exhibit, call Area Code 202, 967-2425. **Frankfurt Trade Center. Nov. 10-14.**

DYNAMICS TEST EQUIPMENT. United Kingdom. In 1968, the U.S. share of total United Kingdom imports reached 12.9%, a .4% improvement over 1967. U.S. dollar volume was up approximately 10%, with a 5% improvement expected in 1969. Thus, the U.S. continues to improve its position in this market in the face of import and economic restraint regulations. To assist U.S. industry to further penetrate the U.K. market, a dynamics test equipment exhibition will be held featuring test equipment in the disciplines of vibration, acoustics, shock, fatigue, force, strain, and pressure. The exhibition promotion campaign will cover all industries offering a significant market for dynamics test equipment. Special emphasis will be placed on promotion to the major

industry areas of automotive, aeronautical, electronic, civil engineering, architectural and packaging operations. For complete details as to how you may participate in this exhibition, telephone Area Code 202, 967-4461. **London Trade Center. Nov. 10-14.**

LASER EQUIPMENT. France. Growing European interest in laser technology and its practical applications is creating a rapidly expanding market for laser equipment. Presently the market for laser hardware and systems in Europe is estimated at about $3.5 million. Demand is expected to soar, and by 1972 it is forecast that sales will reach $8 million annually. Until recently, interest in laser technology was centered mainly in scientific and academic circles, but now industry is becoming aware of the use of lasers for commercial and industrial purposes. Among European countries, France has been a leader in experimentation and developments in the field. However, the U.S. maintains a dominant position, and prospects for expanding sales of laser equipment in Europe are very good. To assist U.S. companies in entering and exploring the market, an exhibition will be held so that U.S. suppliers can display and sell their products to a select audience of potential European buyers. This exhibition will be the opening show at the new U.S. Trade Center in Paris. Firms interested in this event should telephone Area Code 202, 967-3822. **Paris Trade Center. Nov. 17-21.**

AEROSPACE EQUIPMENT, SUPPLIES. Japan. Continued expansion of Japan's aerospace industry, air fleet and airport facilities has created a growing market for U.S. aerospace equipment and supplies. A total of 156 aircraft are usually purchased per year in Japan, worth approximately $166 million. Of this, 47 aircraft worth about $88 million, are purchased from the U.S., and the remainder is primarily from domestic production. In addition, an annual average of $177 million is spent on aircraft engines, parts and equipment, with about $77 million of this in U.S. imports. A new international airport near Tokyo is now under construction, scheduled for completion in 1971, at a cost of $344 million. In addition, $300 million has been budgeted for enlarging and expanding facilities of 46 other airports by 1973. U.S. products are preferred because the Japanese aerospace industry and the Self Defense Agency are oriented to the use of U.S. equipment and tend to regard the quality of American products as good. For detailed market information, call Area Code 202, 967-5286. **Tokyo Trade Center. Nov. 17-22.**

MICROELECTRONICS, COMPONENTS, PRODUCTION AND TEST EQUIPMENT. Italy. Microelectronics is expected to grow faster than any other industrial field in Italy. Although the main use of microcircuits will be in computers and military and airspace systems for the present, technicians in Italy are already working on projects involving integrated circuits in industrial controls, domestic appliances such as washing machines, consumer electronics such as radio and television sets and laboratory equipment. Italian specialists in microelectronics are predicting other applications for microcircuit technology including the use of microcircuits in automobiles. For more information on this market and for full details on exhibiting, telephone Area Code 202, 967-5351. **Milan Trade Center. Nov. 18-22.**

INTERMED '70. Scandinavia. Sharply increasing demand for advanced medical equipment is expected to accrue to the advantage of U.S. manufacturers who now account for 11 to 14% of the Scandinavian market for medical, surgical and hospital equipment. In fact, U.S. exports of these products already have increased by 30% in 1968. Scandinavian imports of medical-surgical equipment and pharmaceuticals are expected to exceed $75 million in 1969 (Sweden—$31.6 million; Denmark—$17.8 million; Norway—$16.5 million; Finland—$9.4 million) with American manufacturers' share increasing substantially. Sweden is currently centralizing all health and social services. These services are characterized by a high degree of organization and are keyed to meet the needs of the advanced social benefits program available to the entire population. Emphasis is on equipment which will provide "automated" treatment and reduced personnel requirements for patients with serious illnesses, such as heart, cancer and other long-term chronic ailments. This show is an effective and inexpensive way to achieve broad market exposure and sales in Scandinavia. Tentative plans call for famed heart specialist Dr. Michael E. DeBakey to be present at the Trade Center Show. Dr. DeBakey will also address the concurrent Swedish National Medical Congress. For further information, and to make booth reservations, call Area Code 202, 967-3714. **Stockholm Trade Center. Nov. 26-Dec. 2.**

METALLURGY '70. United Kingdom. The U.K. Government is planning massive investments in the public sector of the steel industry to modernize equipment and facilities to improve the industry's competitive position in world markets. Special loans are to be made to the private sector of the aluminum industry in order to establish a primary production capability to meet the major share of U.K. consumption needs in this metal. Since only 10% of aluminum consumed is now produced in the U.K., substantial investments in machinery and equipment will be needed to reach this goal. Imports by the U.K. of nonferrous metals total over $1 billion annually. The U.K. production capacity for all metals is insufficient to meet their annual consumption. The powder metal industry is running at a $36 million pace with 80% of all powder metals being imported. By 1975, consumption of powder metals is expected to reach $134 million. The exhibition will feature

METAL SURFACE TREATING EQUIPMENT displayed at the Milan Trade Center during a March exhibition attracts buyers to the CRC Chemicals booth where firm official is explaining the CRC compound.

the product categories of automation instrumentation and controls, physical test equipment, specialty metals and alloys, and powder metallurgy materials and equipment. For complete details, telephone Area Code 202, 967-3838. **London Trade Center. Dec. 8-12.**

DATA TRANSMISSION FACILITIES. United Kingdom. Great Britain and the U.S. are the largest and fastest growing markets for data transmission facilities. In Britain and in the U.S., it is predicted that by 1975, data communication from computers will exceed voice communication. To meet the demand for advanced U.S. data transmission facilities, the annual January computer exhibition will feature input-output terminals, modems and other interface connectors with transmission lines and computers. Target audiences for the U.K. exhibition promotion campaign will include computer service bureaus, computer and peripheral equipment manufacturers, current users of large digital computer systems, the National Data Processing Service (GPO), banks, aircraft manufacturers and operators, petroleum, petrochemical and chemical firms, auto manufacturers, other businesses with numerous branches, locations or distribution points, and universities, research and government bodies. For complete details, telephone Area Code 202, 967-4653. **London Trade Center. Jan. 12-16, 1970.**

ELECTRONICS PRODUCTION EQUIPMENT. France. France is the third largest manufacturer of electronic products in Europe. Total sales of this industry was in excess of $1.9 billion in 1967, up a healthy 10% over the previous year. Recent reports indicate that private outlays on plant and equipment in 1969 may increase as much as 22% over 1968. The French Government has instituted a plan to develop strong French computer and electronic component industries. Many sales opportunities exist for U.S. manufacturers of electronics production equipment. French manufacturers seek U.S. merchandise for advances in production techniques. This exhibit will be the second promotion at the new Paris Trade Center. Preliminary indications from U.S. industry indicate a very fast sell-out of space. Call Charles M. Whitley, Area Code 202, 967-4961 to reserve space or for more information. **Paris Trade Center. Jan. 12-17, 1970.**

URBAN PLANNING, MUNICIPAL DEVELOPMENT EXHIBITION-MISSION-SEMINAR. Thailand. An exhibition of water, sewerage and drainage systems, and related hardware and equipment will be featured in a trade show limited to 25 firms and will include several models of water and sewage systems as featured displays to draw attention to characteristics of U.S. equipment. The Consulting Engineers Council of the United States has agreed to sponsor a trade mission to Southeast Asia of engineering specialists in the field of water supply, sewage and waste treatment. This mission will coincide with the trade show in Bangkok. Also, a 3-day seminar will coincide with the trade show/trade mission and will be a main feature of the municipal development project. For more information call Area Code 202, 967-5148. **Bangkok Trade Center. Jan. 19-24, 1970.**

CRYOGENIC AND VACUUM EQUIPMENT. Japan. Growth and vigorous activity continue to characterize Japanese industry. A GNP over $140 billion envisioned for 1969. American manufacturers of cryogenic and vacuum equipment should find an excellent opportunity to sell advanced and more sophisticated equipment. In Japan, the recognition of the value to industry of both cryogenic and vacuum equipment is expanding, and the U.S. is a leader in the field. A

America Weeks

America Weeks are overseas retail sales promotions of U.S. consumer goods.

Overseas retailers planning one of these promotions make their merchandise selections through overseas offices or agents of American manufacturers or through an appropriate U.S.-based buying office.

Announcement of each separate America Weeks promotion, along with the name of the related buying office, is made by INTERNATIONAL COMMERCE. Consumer goods suppliers interested in selling to overseas stores holding America Weeks promotions should contact the overseas stores directly if agents are utilized, or otherwise work through the stores' U.S.-based buying office.

Any U.S. organizations interested in supplying promotional material for this program are asked to give a brief description of the exhibition or demonstration and to indicate the languages in which it is available.

Write: America Weeks, BIC-926, Department of Commerce, Washington, D.C. 20230.

Sample Displays

A Sample Display Center is just what its name implies—a place to show samples of U.S. products.

U.S. firms without agents in the area may use any Center to present their products to prospective local agents and distributors.

Centers are supervised by U.S. commercial officers at the embassies in the host countries. U.S. products and descriptive literature may be displayed without charge for 30 days.

For information on the Centers in Bangkok, Beirut, and Nairobi, **write:** Sample Displays, BIC-918, Department of Commerce, Washington, D.C. 20230.

For the Sample Displays at Addis Ababa and Hong Kong, **write** to the Commercial Attache at the American Embassy in Addis Ababa and the Consulate General in Hong Kong.

Mobile Trade Fairs

Mobile trade fairs are private business ventures designed to show and sell products of U.S. business and agriculture through traveling exhibitions carried in ships, airplanes, trains and exhibit vans.

Objectives of a mobile trade fair are to help U.S. firms enter the exporting field; to open new markets for American goods; and to assist U.S. business concerns in finding overseas agents.

The Bureau of International Commerce provides technical support and certain kinds of financial assistance to qualified mobile trade fair operators.

Write: Mobile Trade Fairs, BIC-926, Department of Commerce, Washington, D.C. 20230.

recent market survey shows sales potential existing for a wide range of products, including: hydrogen and nitrogen liquid pumps, refrigeration equipment and cryostats, cryobiology equipment, food freezing systems, rotary compressors, vacuum deposition monitors, vaporizers, vacuum chambers, air and gas conditioners and instrumentation and controls. Additional potential exists in areas of specialized engineering and design services for complete cryogenic plant design, freeze drying equipment, cryogenic food freezing systems and temperature rated conveyors. For more information on markets and details on participation, call Area Code 202, 967-4512. **Tokyo Trade Center. Jan. 26-31, 1970.**

MEASURING, RECORDING AND CONTROL INSTRUMENTATION FOR THE CHEMICAL INDUSTRY. Germany. The Department of Commerce will organize a U.S. Exhibition of instrumentation for the chemical industry at ACHEMA 1970. The fair, held every three years, is regarded as the world's leading showplace for equipment for the chemical industry. For further information call Area Code 202, 967-2425. **U.S. Commercial Exhibition, ACHEMA 1970—16th Chemical Engineering Exhibition and Congress, Frankfurt. June 17-24, 1970.**

Space fully booked

The following shows, in which all available exhibit space has been reserved, are still open for visits by interested representatives of the industries involved. U.S. firms with sales representatives or distributors in the area of any of the listed Trade Centers and exhibitions can ask these local businessmen to visit the shows to see the 'state of the art' in each particular field.

FOOD PROCESSING AND SERVING EQUIPMENT. Japan. There is a continuing trend towards more eating away from the home and the consumption of western type foods in Japan. Imports of food processing and packaging equipment in 1967 were $6 million and $7.4 million respectively, representing significant increases over 1966. A large part of eleven acres at EXPO '70 in Osaka will be devoted to restaurants and coffee shops. The Japanese market now offers excellent sales opportunities for food processing, packaging and serving equipment. **U.S. Solo Exhibition, Osaka. July 21-25.**

GRAPHICS ARTS EQUIPMENT. Japan. Japan's dynamic graphic arts industry has experienced an estimated annual growth rate of 20% and the industry is expected to continue expanding. To accommodate this growth, imports of printing machinery and related products have amounted to around $15 million a year during the past few years. **Tokyo Trade Center. July 21-26.**

COMPONENTS FOR MACHINERY & VEHICLES. Scandinavia. This exhibition will be directed primarily to Scandinavian original equipment manufacturers of machinery and vehicles. There are several hundred such firms in Sweden alone who manufacture over $1 billion in machinery and vehicles annually. **Stockholm Trade Center. Sept. 17-23.**

MACHINE TOOLS AND QUALITY CONTROL EQUIPMENT. Mexico. U.S. industry can improve its share of the Mexican market through aggressive selling and greater sales promotion efforts. To assist the U.S. machine tool industry, the Department of Commerce and the American Society of Tool and Manufacturing Engineers (ASTME) will sponsor the First Inter-American Manufacturing Engineering Conference

TESTING NEW TECHNIQUES IN CLOSURES at a recent Tokyo Trade Center Show, a Japanese trade visitor discusses applications of the items with a representative of American Flange and Mfg. Co., Inc. of New York.

to be held in conjuction with the Department of Commerce Machine Tool Solo Exhibition. **U.S. Solo Exhibition, Mexico City. Sept. 18-26.**

NUCLEAR EQUIPMENT. Switzerland. The European market is becoming especially attractive as programs for nuclear energy for power generation and the use of nuclear technology for many other uses becomes a multibillion dollar business. Sales of nuclear equipment will soar as the industrialized countries expand their activities in this field. New opportunities for U.S. suppliers of nuclear equipment are opening up. **U.S. Commercial Exhibition, NUCLEX '69, Basel, Switzerland. Oct. 6-11.**

SHIPBUILDING, MARINE AND PORT EQUIPMENT. Netherlands. Shipbuilders, shipowners, stevedoring companies and port officials from throughout the world will attend this show, which is the largest international maritime exhibition. The shipbuilding and marine industries are regaining vitality and are again becoming important in the economies of the Western European maritime countries. Both builders and owners are looking for advanced equipment and machinery which will help them maintain or improve their competitive position. **U.S. Commercial Exhibition, EUROPORT '69 8th Annual International Maritime Exhibition, Amsterdam, Nov. 11-15.**

Panama optimism grows

Economy proves resilient, seems ready to resume pre-revolutionary growth pace

By WALTER H. LUBKEMAN
Commercial Attache, U.S. Embassy, Panama City

Despite problems, Panama's economy appears ready to resume the strong growth of 1966 and 1967.

As 1967 came to an end, Panamanian businessmen were optimistic that economic levels during the year to come would surpass the record levels achieved during the 1960's, and more especially during the preceding three years. Although the forthcoming national elections were very much in the minds of the local business community, it was generally felt that once a new Administration was installed, Panama would get on with its impressively high rate of economic growth.

As it turned out, however, 1968 was an intensely political year—one which supremely tested the Panamanian economy. In 1968, what most experts consider to have been the most hotly-contested presidential election ever held in the country, took place. Then, eleven days following the installation of a new Administration on Oct. 1, a military coup led to the establishment of a Provisional Junta Government.

What were the economic results of these unusual events? Preliminary statistics indicate a fall in economic activity and a business slowdown. Panama's Gross National Product is estimated to have increased by around 6%, and its per capita GNP growth rate, according to preliminary estimates by the Inter-American Committee on the Alliance for Progress (CIAP), was about 2.7%.

While this growth increment would have been acceptable to a number of other Latin American countries, it was only about half the growth rates Panama achieved during 1966 and 1967, which were among the highest in Latin America. Accordingly, some local businessmen have talked in terms of economic stagnation; however, the general consensus seems to be that the Panamanian economy has proven amazingly resilient, with business holding up remarkably well despite unsettling political events.

In sum, a February report prepared by a CIAP sub-committee on Panama observed that, despite political events of the previous 15 months, the economic development of Panama continued during 1968, although less vigorously. The subcommittee concluded that "there are good prospects for the resumption and maintenance of a high rate of growth."

The Panamanian business community appears, in general, to reflect this assessment. "Guarded optimism, mixed with some caution"—these words have been used to describe the business attitude towards the repeated assurances of the Provisional Junta Government that private business will be allowed to proceed as in the past with as little governmental interference as possible, and that elections will be held in 1970 leading to the restoration of Constitutional Government.

Significant 1969 projects

This year, assuming a calmer political situation, promises a number of economic developments in Panama, stimulated by large foreign corporations. A leading local hotel corporation has announced that it hopes to initiate by stages an expansion project totaling $35 million. As now contemplated, the project will add some 800 rooms and will include a 1500 seat convention hall, a ten-story Panama International Trade Mart Center, to be utilized by firms operating in the Colon Free Zone, two 23-story office buildings, and a commercial arcade for some 100 retail establishments.

A $35 million petro-chemical plant near the city of Colon has been announced, with construction likely to be initiated later this year. This project, following up a $30 million expansion of the oil refinery near Colon completed in 1968, should further assist the economy of that city. The major local utility company, a U.S. subsidiary, has announced an $8-10 million expansion program for 1969 and a similar-sized investment for 1970. The Chiriqui Land Co. the country's principal banana producer, also has announced a multi-million dollar expansion and diversification program.

In the power field, a 40-megawatt thermo-electric plant at Las Minas Bay near Colon is now on stream; another similar-sized and parallel plant at Las Minas Bay is projected by the Panamanian Government in the near future. The long-standing hydro-electric project on the Bayano River could get off the

PANAMA HAS GREAT POTENTIAL for development of a thriving tourist industry, and the only question seems to be when it will begin making giant strides. Below, an undeveloped beach along the coast.

drawing boards this year if Panamanian Government efforts to obtain World Bank financing are successful. Although the copper find announced in 1968 is still undergoing study by UN experts, the Provisional Government has announced that 38 companies already have indicated interest in obtaining franchises.

Government officials are studying a new draft banking code, being prepared in consultation with the International Monetary Fund and with Panama's banking association; the code could enhance Panama's developing role as an international banking center. The Provisional Government also is considering a new industrial incentives law, and has assigned high priority to promoting tourism, to improving the Colon Free Zone, and to a project for the modernization and expansion of Tocumen Airport outside Panama City.

Air, sea crossroads

Lying at one of the important crossroads of the world, the Panamanian Isthmus has figured significantly in world commerce, first as a link in Spanish colonial trade with the Pacific Coast of South America, and later as a continental crossing point in the migration to California during the Gold Rush days. With the opening of the Panama Canal in 1914, Panama joined Suez as a funnel for international commerce. It now serves also as an important transit point in commercial air traffic between the Americas.

As a result of this historical experience, Panama always has had an outward-looking approach to the rest of the world. With few exceptions, it has offered official incentives to foreign business investment and it has been one of the more attractive countries, certainly from the standpoint of the free enterprise spirit, for foreign business ventures. The Provisional Junta Government repeatedly has stated that it will institute no changes in this 'open door' policy; in fact, it asserts that it will actively seek foreign capital, both government and private, to spearhead economic development.

Despite increasingly intensive competition from other countries, the United States remains Panama's leading trade partner. While purchasing some 75% of Panama's commodity exports, which totaled some $93 million (f.o.b.) in 1968, preliminary figures for 1968 show that the U.S. provided $103.9 million or 39% of Panama's total imports of $266.5 million. A slight percentage decline from the U.S. share of Panamanian imports during 1967 unquestionably reflects to some extent the adverse effects of the recent shipping strike in the United States, as well as the effects of Panamanian political uncertainties.

SEVERAL MAJOR CONSTRUCTION PROJECTS are either underway or have been announced in Panama, including a trade mart for firms using the Colon Free Zone. Above, an office building goes up.

Assuming early recovery from the lingering effects of 1968 and a resumption of rapid growth, prospects for U.S. products and finance capital look good. Industries with particular appeal appear to be food processing equipment, semi-finished and processed consumer goods, construction equipment, agricultural equipment, and investments and joint ventures in agro-business and tourism.

Great tourist potential

Tourist possibilities in Panama also appear to offer great potential. Considering Panama's dollar-based economy (Panama accepts the U.S. dollar at par as legal tender), a plentiful and safe food supply, good water, a population accustomed to dealing with large numbers of foreign visitors, the numerous attractively priced items of appeals to passengers on visiting cruise ships, and the fact that it has one of the highest frequencies of air flights north and south in all of Latin America, the development of Panama's tourist industry seems to many local observers to be inevitable—the only question is when.

U.S. businessmen will have to continue to work hard to maintain or, more optimistically, increase their share of the Panamanian market. Other countries, particularly Japan and Western European countries, are working assiduously to enter this U.S.-oriented import market. Trade missions, finance capital, long-term credit offers, engineering services including complete turn-key operations—these and other techniques are being vigorously utilized by foreign competitors to supplement significantly lower prices offered in many product categories.

An impressive Japanese floating exhibition recently tied up at Panama City. One of West Germany's largest economic enterprises, according to press reports, is seriously thinking about establishing a large operation in the Colon Free Zone, including an exhibition center. A Canadian-Venezuelan company, the only firm to submit a bid, is seeking the Panamanian Government's approval to undertake construction of a $14 million toll highway. An Ecuadoran bank recently joined the ranks of foreign banks operating in Panama. These are only a few examples of a very noticeable trend.

If U.S. companies wish to retain their

position in this market, which has a high propensity to consume, they will have to demonstrate greater willingness to accept small orders, quote c.i.f. prices, offer better credit terms to reputable Panamanian firms, and, in general, indicate more clearly a genuine desire to service their Panamanian customers.

While the U.S. product is held in high esteem in Panama, at times it is regarded as too expensive and/or too highly specialized for the local market. Too often Panamanian businessmen lament that they are forced to import from other countries due to the seeming disinterest among many U.S. firms in servicing this market properly. I have noticed an increasing volume of complaints from local importers that they cannot obtain replies to correspondence directed at U.S. firms, and that orders shipped from the United States often leave much to be desired from the standpoint of proper documentation, proper packing, or even proper merchandise.

Local importers, including some U.S. subsidiary operations, also have indicated greater interest in contacting suppliers in other countries because of delays and expense resulting from periodic shipping strikes in the U.S.

The Colon Free Zone, an autonomous agency of the Panamanian Government, has grown from 14 acres and 10 companies in 1953 to its present 100-acre commercial enclave containing some 500 businesses, more than 200 of which are U.S. firms. The zone is serviced by some 64 shipping lines that regularly call at the Cristobal piers as well as by some 26 scheduled airlines that transport international cargo to and from Tocumen Airport. Total in-and-out Free Zone traffic during 1968, according to preliminary figures issued by the Free Zone authorities, exceeded $330 million.

U.S. companies servicing the entire Latin American area, but whose products may have a limited market in Panama, should consider the advantages offered by the Colon Free Zone. The Zone's central location, complemented by good transportation and distribution facilities, can make its use profitable and permit shorter delivery time to company representatives throughout Latin America. These dealers also would be able to maintain smaller inventories while drawing on stocks from the Free Zone. Prior deposits on the value of imports, significant in several Latin American countries, would be minimized, freeing funds otherwise required for inventory financing.

While U.S. firms still lead in dollar volume of overall Free Zone trade, firms in other countries have shown increasing interest in operating from the Free Zone. For example, a trade mission from the United States recently toured the Free Zone, visited a firm which handles primarily Japanese products, and was informed that it has an $18 million inventory, permitting speedy fulfillment of orders received not only from Panamanian firms but from firms throughout Latin America, thus tending to undercut the natural geographical advantage enjoyed by the United States.

For detailed information about facilities offered by the Free Zone, interested U.S. companies may write directly to the Manager, Colon Free Zone, P.O. Box 1118, Colon, Republic of Panama, or they may communicate with the Colon Free Zone Office, 405 Park Ave., New York, N.Y. 10022.

Though many observers maintain that Panama's economy has not yet recovered fully from the adverse effects of last year's political events, indications of an economic upturn became noticeable early this year and there appears to be little pessimism locally for the longer-term outlook. This assessment seemed to have been confirmed by a recent trade mission from Miami which reported a marked degree of optimism among the Panamanian businessmen whom mission members met, concretely demonstrated by a definite interest in doing business and taking on new lines.

Togo downswing ends as cash crops recover; trade with U.S. is weak

EEC countries, particularly France, continue to dominate nation's foreign trade; can serve as regional distribution hub

Although complete data on all aspects of the recent performance of the Togolese economy will not be available for many months (in some cases, years), it seems apparent that the malaise which slowed progress in 1967-68 has reversed itself.

This is the verdict of the annual Economic Trends Report from the U.S. Embassy in Lomé.

The disastrous decline in the production of cash crops which occasioned a drop in export receipts, import levels, and commercial activity in general was more than overcome by the end of 1968, and prospects thus far in 1969 are optimistic.

Despite the record output, cocoa exports declined slightly in 1968 as Togo's agricultural marketing board (OPAT) replaced stocks that had been used during the previous year to make up for the poor harvest.

Togo's only non-agricultural exportable product of note is phosphate rock which is mined, processed, and exported on the coast 25 miles east of Lomé. Production increased by one-fifth in 1968, but the continuing decline in world market prices caused sales proceeds to rise by a smaller amount. Nevertheless, at $15.8 million, phosphate exports continue to be by far the largest single business in Togo. Taken together cocoa, coffee, and phosphate account for 75% of all exports.

In 1968 the foreign trade picture was the brightest in Togo's post independence history. Total trade rose 11% to $86.4 million, with 82% of imports covered by export receipts. An additional favorable sign is a change in the composition of imports through an increase in raw materials, petroleum, and finished products, and a decrease in consumer items, particularly food, drink and tobacco.

The Common Market countries continue to be both Togo's best customer and supplier by accounting for over two-thirds of total trade. By far the major portion of the EEC-trade is with France. As is true with many markets in French-speaking Africa, the consumer's reliance on French goods, more out of tradition than for reasons of price or quality, accounts for the relatively weak position of the United States in the foreign trade pattern. Only 4% of Togo's imports were of American origin in 1968, and virtually none of her exports were destined for the United States.

Business improving

With production and foreign trade prospering, it was only natural for local business houses to follow suit. The slump in late 1967, which was characterized by accumulating inventories and declining sales and profits, ended early in 1968. By year's end total sales by the 16 largest commercial establishments had risen

3.4% to the record level of $43 million.

To this amount the transactions by Togo's famous market women and Nigerian used-clothing merchants must be added; however, their traditional ways of conducting business without maintaining sufficient records have defied analysts and tax collectors alike, and their precise volume of business remains unknown. A measure of their turnover and wealth, however, is found in that market women are said to own over 50% of the modern buildings in Lomé and purchase the majority of the Mercedes-Benz automobiles sold annually.

Expanding trade and business have also left their mark on the banking system, which is doing a brisk business in short term credits—particularly to finance imports but also to finance expansion of small industry and building construction. With the opening of a branch of the Ghana Commercial Bank in Lomé expected this summer, even greater credit facilities will be available. Although the exact terms of operation of the new bank have not yet been made public, the possibility exists that the injection of some new blood in the hitherto closed and conservative local commercial banking group could engender a sorely-needed spirit of competition.

The Government's continuing efforts to create the infrastructure necessary to further economic development also deserve a share of the credit for the improving business climate. Road construction financed by foreign aid has created many jobs.

On the surface government finances appear sound if not exemplary. The budget is balanced for the second year in a row at $26.7 million. Receipts are increasing more rapidly than expenditures, and all obligations are being met. One disquieting note on the horizon, however, is the government's apparent readiness to finance expenditures outside the budget by receiving loans from OPAT, which increase the national debt.

Debt service is likely to complicate and eventually strain the budget over the long term even though at present an impression is conveyed of fiscal responsibility by holding the line on current expenditures and insisting on a balanced budget.

The other side of the coin concerns the finances of OPAT itself. According to the guidelines of the organization, its surplus funds are to be used in the financing of agricultural projects. To date virtually all undertakings have been in the non-agricultural sector. A continued draw-down of OPAT funds is bound to place the organization in a precarious position if confronted with a sudden need to underwrite producer prices in the face of plummeting world market prices for export crops.

Business treated fairly

Potential American investors should consider Togo's central location for the West African market; an abundant local labor supply; customs exemption (in the free port and its industrial zone) for imports of raw materials and re-exports of finished goods; liberal tax and other benefits for newly established firms; and the fact that in Togo's nine years of independence, business interests have always received fair and sympathetic treatment from the Government.

Specific activities mentioned in the Development Plan which investors may wish to consider include meat processing, brick fabrication, enamelware production, construction of a precipitate sale plant, and a plant for processing coconut fiber. Other investment possibilities include cattle ranching, rice farming, commercial fishing, and a plant which could make some use of Togo's cocoa output.

The overall financing of the nation's economic development is proceeding much faster than many observers expected. The first five-year development plan is scheduled to end in December 1970. If present trends continue, the Planning Director expects at least 90% of all planned projects to receive financing and about 75% to be completed. Considering the ambitious goals which were set three years ago ($100 million total financing, 64% from external sources), results on this order should be entirely acceptable.

Prices cause concern

Although the retail price index weighted for the European consumer is at essentially the same level as a year ago, prices for such items as food and manufactured products which are imported from Europe increased about 5% in the last twelve months, and the trend is continuing.

The overall effect of rising prices on the economy is not yet immediately apparent; however, as time passes and strains are placed on workers' pocketbooks (because of the wage freeze), discontent is bound to become widespread.

The construction industry has been surprisingly immune to increases in costs. Such items as cement, roofing, and iron bars are in fact cheaper than a year ago, which is no doubt a factor fostering the continued mini-boom in construction.

Difficulties affecting the labor force are both structural and serious. Central government employment has risen substantially every year since independence and at 10,289 accounts for slightly over 40% of Togo's wage earners and consumes 54% of the budget. This trend is certain to at least continue and most likely become more acute as the educational system produces more graduates or grants scholarships for foreign studies to more students who will return to seek primarily government employment.

The problem at present is one of underemployment—principally in the public sector—but as government rolls eventually reach the saturation point and applicants are turned away, the unemployment problem will be real. A senior government economist has described this as a "primary element of disequilibrium" and the "most important structural problem that economic policy must solve."

The labor unions have not been successful in obtaining redress from the Government for their grievances. However, neither have they gone out or seriously threatened to go out on strike. The military regime is not favorably disposed towards some labor leaders, which has at least for the present effectively eliminated the possibilities for dialogue between the two; however, organized labor is not considered a significant threat to economic or political stability in the country.

Aside from a substantial investment by W. R. Grace and Co. in Togo's only big industry, the phosphate mine, U.S. business and trade relations are minimal. The future, however, appears bright as several American firms are considering ventures of varying importance. The Frontier-Togo Oil Co. and its partner Union Carbide Petroleum of Togo—both subsidiaries of American firms—conducted an offshore geological survey last November. Exploratory drilling operations are presently scheduled to begin in the fall of 1969. If oil is discovered in commercial quantities, the American presence in Togo will no doubt increase rapidly and dramatically.

Other American business interests at present include a 49% interest in the Banque Internationale de l'Afrique Occidental, which has a branch in Lomé; Texaco and Mobil filling stations; the fledgling Air Togo which operates one round trip flight per week to Lagos; and a plant in Lomé's free port for rebaling secondhand clothing for re-export to other West African markets.

Chile outlook improves

Continuing strong world copper price keeps economy at unexpectedly high levels

By ROGER TURNER
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Chile's economic position and capacity to import goods and services has improved considerably in recent months. World prices for copper, which accounted for some three-fourths of the country's export earnings in 1967, have remained at unexpectedly high levels, while recent rains promise to bring the country's worst drought in over 50 years to an end.

Import performance during the first nine months of 1968, the latest period for which data is available, indicates that total imports for the year should amount to some $730 million—making Chile one of the half-dozen most important markets in Latin America. The U.S. market share for 1968 might approach 40%, an improvement of 4 to 5% over 1967.

On the export side, copper has been largely responsible for the total of $808 million in exports for the first ten months of 1968, a record for the period. With expansion programs designed to double Chile's copper production by 1973 well underway, exports should continue at relatively high levels over the next several years.

Outside the minerals sector, private and official credits from the United States, West Germany, the United Kingdom and Spain have been responsible for new projects in the petrochemical, cellulose, automotive, wood product and metals industries. Early forecasts indicate an industrial growth of between 2.5 and 3.5% during 1968, although a final appraisal is yet to be made. If construction continues the upward trend experienced during the last quarter of 1968 (during which new starts were up 8.9%), the rate of industrial growth for 1969 could exceed 5%.

Despite these encouraging trends, Chile has been handicapped by continued inflation and by the long drought. The most severe effects of the drought occurred during 1968, when the sowing of crops was affected. The drought probably will cause a reduction in output of the economy as a whole in 1969 and require continued abnormally large imports of agricultural commodities.

U.S. emergency drought assistance to the Government has included a $2.5 million loan to finance the importation of well-drilling equipment, and PL-480 assistance, the most recent being a loan of $29.3 million for grains, edible oils and tobacco.

From December through April, the Santiago consumer price index rose 17.5%, and the annual rate of increase over the past twelve months was 33.2% at the end of April. Contributing to the inflation were the 1969 first quarter increases in construction costs (18%), prices for industrial and imported goods (17.9%), wholesale prices for agricultural products (15.5%) and mining production costs (10%). President Frei's annual May 21 message to the country indicated that he plans to establish additional wage and price controls to combat inflation.

The areas showing the greatest promise of expansion are mining, petrochemicals, telecommunications, automotive items, cellulose and wood products, and food-processing. Over the next three years some $1.5 billion is expected to be invested in these industries. U.S. funds are expected to supply close to 60% of the necessary capital and much of the technical know-how.

Additional areas of expansion and investment (largely by state entities) will be electric power, petroleum products, and sugar refining.

Copper is still king of the mining industries, but important projects are underway in development of iron ore deposits and nitrates. The Export-Import Bank is a large contributor of funds for financing the copper expansion program, while Bethlehem Steel is investing heavily in expanding its El Romeral iron deposits.

Petrochemical development (PVC, ethylene, LPG) in Chile's fast-growing industrial complex surrounding Concepcion should result in purchases of raw materials and equipment increasing to over $26 million annually by 1973. The 1968 imports were over $11 million. Total foreign investment in petrochemical facilities should surpass $80 million by 1972, with Government expenditures raising this figure to well over $100 million. Additionally, an ammonia plant is under study for Punta Arenas, Chile's southernmost city and also a free port.

First Latin satellite station

Telecommunications development has become increasingly important in Chile over the last five years. A $150 million telephone expansion program is currently under way, and last year saw the inauguration of Latin America's first earth satellite station. A north-south communications network is now being completed. The telecommunications market for equipment and foreign technical know-how over the next ten years could surpass $100 million.

The "big three" U.S. auto-makers are now producing (largely by assembly) in Chile, as are Citroen, British Leyland,

Accord with Anaconda

On June 26, President Frei announced that the Chilean Government and the Anaconda Co. had completed negotiations under which the Chilean Government would purchase 51% of the shares of the two principal Anaconda properties in Chile with provisions for the Government to acquire the remaining shares after Dec. 31, 1972. The Chilean Government will participate in 51% of the earnings of Anaconda's Chile Exploration and Andes Mining companies beginning Sept. 1, 1969. Effective Jan. 1, 1979, the Chilean Government will make semi-annual payments for purchases of 51% of the shares of these companies. Payments will be made over a 12-year period with interest at 6%. The value of the shares has not yet been determined. The Chilean Government placed the book value of these shares at $197 million at the end of 1968.

In addition, the Chilean Government will participate in a greater share of the income from copper sales above 40 cents a pound. For every cent above 40 cents the government will take 54% of each additional cent up to a maximum of 70% of each additional cent when the price of copper is 50 cents or above.

If by Dec. 31, 1970, this provision has not been extended to other copper companies, the amounts received by the Government will be refunded by adding them to the purchase price for the 51%.

Peugeot, Renault, Datsun and Fiat. New plant expansion by Ford, General Motors, Renault and Peugeot, and the resultant expansion in the automotive supplier and tire industries, make automotives an important growth industry. Total investment could exceed $80 million by 1972. Over $21 million of this foreign and local capital is expected to be invested during the next three to five years to set up new parts facilities, thereby enabling Chile to better compete, via complementation, within the Latin American Free Trade Association. Medium and heavy duty trucks are in demand, as are buses of all varieties.

Forestry production accounted for over $76 million in 1968, over $20 million of which was exported. With more than 30% of Chile's land covered by forest, appropriate investment and development could increase utilization of forestry resources considerably. Investment capital is needed for carrying out proper forest management and modernization of sawmills and the wood processing industry in general.

Cellulose development near the Concepcion industrial complex—Arauco, Constitucion and Laja—should exceed $100 million by 1972. Pulp exports have become increasingly important among Chilean exports within Latin America. A recent U.N. Food and Agriculture Organization survey estimated that production could reach $400 million by the turn of the century.

Replacement of textile equipment in Chile and plant expansion are both continuing. Synthetic fibers are in increasing demand. U.S. equipment is often preferred for its quality, but longer credit terms and lower prices offered by U.K. and, particularly, West German suppliers, have worked to the disadvantage of U.S. exporters.

For U.S. traders interested in direct sales, the survey of a recent Mobile Trade Fair to Chile should prove noteworthy. The survey estimated that 1969 could result in sales of $160,000 in scientific testing instruments, with possibilities of duplicating the same sales performance during each of the next three to five years.

Tourism should provide a growing market for U.S. products, investment, and know-how over the next 10 years. Access roads, hotel space, entertainment and organized planning are barely adequate in the major resort areas—Vina del Mar, Villarica, and Osorno. The Sheraton Hotel Corp. is currently constructing a 350-room hotel in Santiago for occupancy in early 1970.

The foregoing projects should result in a considerable increase in imports of capital goods. The "big four," the United States, Germany, Argentina and the United Kingdom, accounted for some 65.3% of Chile's total imports in 1967, with 66.1% indicated for the first nine months of 1968. Major industrial imports included chemicals, synthetic fibers, paper and paper products, mining equipment, valves, agricultural equipment, dyes, roadbuilding machinery and vehicles, automotive parts, pieces and units, scientific testing equipment, and compression motors.

When imports from Brazil, Mexico, Venezuela, France and Italy are added to the big four countries, the total results in a market penetration of almost 91%. The principal non-industrial imports are wheat, rice, cotton, coffee, sugar, bananas and edible oils.

Japan, Canada and Australia accounted for only 4.2% of Chile's nine-month imports for 1968, but these countries are intensifying their export efforts.

Chile's exports to the United States during the first ten months of 1968 showed an increase over 1967. When year-end figures are available, the ten-month U.S. share of Chile's exports—23.4%—is not expected to change substantially. The 1967 year-end totals showed U.S. imports of only 18.4% of Chile's total exports, as Western Europe took increasing amounts of copper and Japan remained the principal purchaser of Chilean iron ore.

The Chilean Government continues to ask for a minimum of five-year credit terms for major capital purchases. European firms are reportedly giving 8 to 10 years. With Chile's continuing need to diversify its economy, the Government is looking increasingly to Western Europe for credits for the development of its small and medium industries.

Chile's signing of the pact creating an Andean sub-group within LAFTA in May of this year could result in substantial complementation between Chile and the other pact signatories (Colombia, Peru, Ecuador, and Bolivia). Agreement has already been reached on a proposed interchange of 56 chemical products by 1973. Complementation in automotive parts, textiles, electronic equipment and transportation should follow. In 11 years all tariff barriers are expected to be eliminated. The long term advantage to U.S. industries located in these countries is obvious.

It is reasonable to expect that, with continuing high export earnings, the Chilean Government will broaden its import liberalization program. Trade liberalization measures of recent months include the reduction or removal of prior deposits for a large number of items and the elimination of the mandatory waiting period for remittance of payments for normal commercial imports. In practice, however, payment delays continue to occur. Also, high import duties remain the rule for most capital goods, and consumer goods are largely prohibited.

How U.S. suppliers will fare in the promising Chilean import market will depend to a large extent on sales promotion efforts. The fact that Chile is located a great distance from the United States, is outside main trade routes, and has strong ethnic ties with West Germany and other European countries makes it all the more necessary for U.S. exporters to devote special and continuing attention to this market.

CHILE'S RATE OF INDUSTRIAL GROWTH could exceed 5% in 1969, if new construction continues at its late 1968 pace. Above, a blast furnace financed by Eximbank at a Chilean steel mill.

Oil sets Trinidad pace

Growing ties to Western Hemisphere hold promise for U.S. business interests

In recent years the economic growth of Trinidad and Tobago has been determined mainly by events in the oil industry, which is so large in absolute and relative terms that it overshadows all other parts of the economy, according to the semi-annual Economic Trends Report from the U.S. Embassy in Port of Spain.

Broadly speaking, Trinidad's economy, in spite of significant growth and diversification in other sectors, still remains a petroleum economy in the sense that its rhythm of development is heavily influenced by what happens to crude oil production and refining. The petroleum industry currently provides more than a quarter of the gross national product, about the same proportion of the Government's revenue, and over 80% of the country's exports.

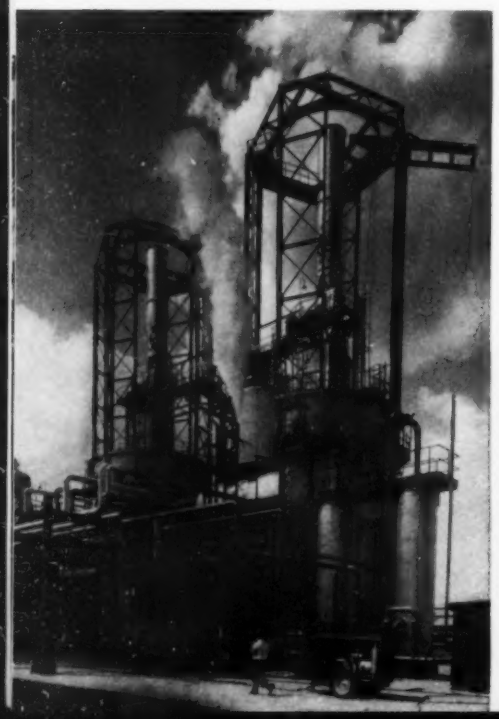
Since independence, Trinidad has looked increasingly towards the Western Hemisphere, not only out of a desire to find new markets for primary products, but also to attract finance for the development of industries and thus lessen dependence on oil and sugar.

Over the long run, as Trinidad and Tobago turns more and more towards North America, opportunities will increase for American trade and business interests.

In the near term expanding opportunities for U.S. business appear to lie principally in the provision of capital and know-how for the tourist industry and in developing export industries to exploit the larger markets which have been opened by CARIFTA (Caribbean Free Trade Association) and other integration movements which are underway in the Caribbean and the Western Hemisphere.

As for U.S. investment in manufacturing, the Trinidad Government's concern in creating employment opportunities and for diversifying its economy has resulted in its offering excellent incentives to new investors, particularly in industries which will manufacture for export. Detailed information on what Trinidad and Tobago offers the investor may be obtained from the New York Office of the Industrial Development Corp., Suite 706, 400 Madison Ave., N.Y. 10017.

THE OIL INDUSTRY OVERSHADOWS all other parts of Trinidad's economy. Below, part of the W. R. Grace refinery at Point Lisas.



Has many advantages

Trinidad and Tobago offers United States investors a number of advantages including a common language, a stable government and economy, a plentiful supply of labor, a well-developed infrastructure, and a strategic location off the coast of South America from which to enter the markets of Caribbean and Latin America.

Largely due to the exploitation of its petroleum resources and the establishment of a large-scale refining industry, since 1955 the economy of Trinidad and Tobago has grown at an extremely high, if uneven, rate. The per capita national income of the country now stands at the relatively high level of $615.

The economy, which grew rapidly in the mid-fifties but fell to low levels in subsequent years, resumed a high rate of growth of from 6% to 7% in real terms from 1966-68.

In the last three years there has been a sharp reversal in the pattern of stagnation in the petroleum industry resulting largely from the Texaco Oil Company reactivating, by using modern secondary recovery techniques, a long-abandoned field in Guayaguayare. Production of crude rose to 67 million barrels last year. Recently, however, growth has again slackened off as proven oil reserves in Trinidad appear to be diminishing, and, in fact, production is substantially lower in 1969 than it was last year.

However, there is a strong possibility that the stepped-up exploration for offshore oil will be successful. The refining industry, too, has added greatly to its capacity in recent years, relying on imports for a large proportion of its crude oil supplies. Refining facilities have been expanded so that the industry is capable of processsing the full range of petroleum products demanded by modern industry.

The Government, keenly aware of its dependency on oil, has been active in the petroleum sector. It has recently purchased the land and marine assets of British Petroleum (Trinidad) Ltd., for the sum of $22 million. This company, faced with diminished oil reserves and high costs of production, had been threatening to suspend production. BP's former assets will be operated by a joint venture which the Government has established in partnership with Tesoro Oil Co., an American firm with an international reputation for its expertise in secondary recovery methods.

The Government also proposes to establish a National Petroleum Company which will enter into joint ventures with international oil companies to exploit Trinidad's offshore areas.

The Government has actively stimulated the search for new sources of petroleum, with the main efforts being directed to the offshore areas north and east of Trinidad. On the North Coast the results of a seismic survey completed last year, under the auspices of the United Nations, have been made available. The geophysical data and reports look so good that the Government has already received offers from 35 international oil companies to be included on the list of potential operators in this area. By July 1 of this year the Government will be inviting competitive tenders for exploration and production licenses in the 3,000 square mile area.

On the northeast coast, Pan American (Trinidad) Oil Company has drilled several deep test wells exceeding 16,000 feet in a rather large marine gas field which has produced both natural gas and condensates in significant amounts. In late May, the Government and Pan American announced the discovery of oil in encouraging amounts in the same offshore area.

While the long run potential therefore looks bright it should be noted that because of the complex nature of Trinidad's geology, which results in a high rate of decline

for existing productive areas, in the next few years it will require major efforts in exploratory drilling and secondary recovery projects to maintain, much less increase, present rates of production.

In contrast to the leveling off in crude oil production, agriculture had a very good year in 1968 and the prospects for 1969 are favorable. The traditional export crops, with the exception of citrus, all showed marked increases in 1968. Sugar production at 239,800 tons was up 21% from the previous year, this year's crop promises to be almost as good. However, the estimated production of coffee this year is only seven million pounds—a decrease of one third from last year. Cocoa production, finally recovered from the drought years 1958-64 and, spurred by near record world prices, was up in 1968 by nearly 50% over the previous year.

The important increase in the production of food for the home market, encouraged by the Government's imports substitution scheme, is reflected in marked changes in the food import bill over the last few years. The value of food imports which had shown a continued annual increase of 8% since 1962, increased only 1% in 1968, despite the devaluation of the Trinidad and Tobago dollar late in 1967, as more local food came on the market.

Trinidad pork production was up 34% in 1968 and currently Trinidad has a surplus of pork. Similarly production of local vegetables and of milk, eggs and poultry have all increased to a point where the country is self-sufficient in these products although the prices are high.

One unfavorable factor in Trinidad and Tobago's economic picture which merits special attention is the serious and growing problem of unemployment. In spite of the very high rate of economic growth in the last 15 years, the percentage of the working force unemployed has increased steadily.

SERIOUS AND GROWING UNEMPLOYMENT PROBLEM is getting major attention from Trinidad's Government. This welder is helping to build a thermal power plant at Port-of-Spain. (World Bank Photo)

According to the latest official statistics 14.5% of the work force was seeking work in 1968, rather significantly 60% of these were in the 14-24 age bracket. Under-employment is evident in the fact that 23% of all employed persons were working less than 33 hours a week.

To solve this serious economic and social problem, the Government has put major emphasis on diversification and industrialization. A good start has already been made, with noteworthy growth in chemicals, garment manufacturing and building materials. Under the impetus of import substitution incentives a fairly wide range of light industry has been established.

As in other developing countries, however, the industrial sector has not yet been a dynamic source of job opportunities. The possibility of expansion in Trinidad is severely restricted by the small size of the domestic market, by high labor costs relative to other exporting countries and by trade barriers to its products in developed countries.

Reflecting these basic factors, the Government's own estimates of when they will be able to reduce the existing rate of unemployment go as far into the future as 1985. Notwithstanding this realistic pessimism, Trinidad is pressing on with its industrialization drive, with the emphasis shifting toward export promotion.

On May 1, 1968, the Caribbean Free Trade Association (CARIFTA) came into being. The agreement provided for the freeing of trade between the independent countries of Guyana, Barbados, Jamaica and Trinidad and Tobago and the Associated States of the Lesser Antilles. With certain important exceptions, one year later free trade now exists within the area.

Because of the lack of manufacturing industries in the area, the presently small amount of CARIFTA trade is not expected to increase substantially, at least within the next few years.

Access to CARIFTA, a market of 4.5 million people in a single trading area, should greatly benefit Trinidad and Tobago as she has more diverse industry and labor skills than most of the other members. In a number of Trinidad's industries, excess

U.S. sales grow despite restrictions

Trinidad's policy on restricting imports to stimulate and protect domestic enterprise continues to affect shipments from the United States. One of the most difficult barriers is the negative list. Once a product to be manufactured locally is granted pioneer status it is placed on a negative import list. A similar product from abroad then becomes subject to an import permit which is only granted in exceptional circumstances.

In addition, the import duties as well as the taxes and excises which were increased so steeply in 1968 continue to have an adverse effect on U.S. exports. These new taxes fall mainly on sumptuary goods such as liquor, tobacco and other luxuries, and on consumer durables such as refrigerators and air-conditioners.

On the other hand, the demand for capital goods where U.S. exports compete effectively was generally unaffected by this increase in taxes. Despite the barriers, growth of total U.S. exports to Trinidad and Tobago has not suffered the degree of slowdown anticipated and may be expected to grow.

capacity can be utilized with resulting reductions in unit costs. On the other hand, certain industries, yet to be determined, are to be reserved for the less-developed members of CARIFTA. Some of those mentioned, including certain sectors of the food processing industry and garment manufacturing, could adversely affect Trinidad and Tobago's industrial growth.

Another promising institution in the regional integration movement is the Regional Development Bank, with an initial capital of at least $50 million of which 60% will be contributed by the regional member nations. There is also a possibility of a breakthrough in economic relations with Venezuela as an outcome of the Trinidad and Tobago-Venezuela Mixed Commission talks of the past two years, although this hope seems limited at present.

Focus on tourism

The most important opportunity for both diversification industry and ending unemployment appears to lie in tourism. The island of Tobago especially has a great potential because of its climate, magnificent beaches, opportunities for fishing, boating and its beautiful scenery.

The country as a whole is in a very favorable position to exploit the growing tourist market in the Caribbean because of its strategic location between high-income North America and the more prosperous urban centers in Latin America. But progress has been delayed by the Government's hesitancy.

While looking to tourism to increase the country's income and employment, the Government is determined to avoid the ills which have attended tourist development in other places.

Recently, however, there has been a greater sense of urgency in the Government to exploit this asset. Government is encouraging the construction of hotels and tourist facilities and is offering incentives to investors in that field. The tourist amenities at Maracas Bay have been improved and new facilities established at Mount Irvine and Fort George in Tobago. Feasibility studies have been made for the improvement of the runways and air terminal at Piarco International Airport to accommodate the new jumbo jets and at Crown Point, Tobago, to handle normal jet flights.

Projects under construction now include a Holiday Inn Hotel in downtown Port-of-Spain, a 148-room extension to the Trinidad Hilton, a 48-bedroom cottage-type hotel at Mount Irvine in Tobago. The championship 18 hole golf course attached to this hotel is already open. Another six hotel projects totaling 950 rooms are planned but timing of construction is less firm.

Deterioration of South Yemen's economy expected to continue; U.S. sales reflect general slump

Enterprising merchants seek new markets despite bleak outlook for economy; Government policy on foreign investment is unclear

The economy of Southern Yemen is stagnant, and a continuing slow deterioration is expected for the near future, according to the annual Economic Trends Report from the U.S. Embassy in Aden.

Aden continues to operate as a free port, but at a greatly reduced level of activity, and the foreign exchange picture to date is healthy with currency backing of over 100% and apparent stability in the balance of payments situation. Bankers anticipate a gradual tightening of credit following the trend established in 1968.

U.S. exports to South Yemen in 1969 will probably decline gradually, with U.S. sales affected proportionately. Inventory stocks are large and the prices of goods seem to be the principal criteria. Aden merchants, however, are trying to diversify their market, and U.S. suppliers would be advised to take advantage of any growth in Aden's re-export market and the connections Aden's import-export houses have outside South Yemen.

The United States has retained its relative position among South Yemen's suppliers and, along with most other countries, registered even a small gain in 1968 over the 1967 figures. The reason for this was the highly disturbed economic conditions of the country in 1967 and the need to restock in 1968. However, U.S. exports to South Yemen probably will decline in 1969. Rice, a staple in the local diet, is the largest U.S. export item and will probably remain unaffected.

Aden merchants, with their expertise and working capital built up over the years have, like the Lebanese, shown an amazing resilience. Although the economic scene in Southern Yemen seems bleak, Aden merchants are attempting to expand their sales in new markets outside the country.

American suppliers with good commercial relations in Aden should make some effort to maintain their ties in the event that these new markets should expand. In North Yemen, for example, the virtual cessation of the civil war has turned the tribal forces towards agricultural pursuits. Indications are that a market for agricultural implements, small gasoline engines, pumps, tractors and similar items exists in North Yemen.

Throughout the Persian Gulf area, Aden merchants might be able to contribute toward expanding the U.S. market for electrical appliances such as refrigerators, air conditioners and automotive products.

With the closure of the Suez Canal and resulting stagnation of the Aden Port combined with the departure of the British military presence from Aden, the city's infrastructure has proven over-developed for its present requirements.

The economy is static and the prospects appear to be for a gradual slow deterioration. Most recent causes for this pessimistic prediction are the current difficulties with North Yemen and the economic policies of the Government. With over half of all imports into Aden eventually destined for the Yemen Arab Republic, trouble between the two countries could further harm Aden trading relations.

On the plus side, the BP Refinery which is the largest employer outside the Government is now running at full production. It pumps an estimated $10 million into the economy annually through wages, taxes, rents and other payments. Another bright spot is the long-term possibility of expanding agricultural and livestock production up-country, which was largely neglected in earlier years.

Most promising items

The following categories of goods offer the most promise for U.S. exporters to Southern Yemen at present: grain mill products, cigarettes, men's and boys' furnishings, women's and girls' outerwear, drugs, and general industrial machinery (pumps).

Confronted with a large budgetary deficit, the South Yemeni Government has been obliged to take a series of strong measures to raise its income and lower its expenditures. Many of these measures have had an adverse affect on the business climate. New taxes and higher rates have been put into effect during the past year, with increases of about 50% on the income tax, with the maximum rate amounting to 75% for incomes over $24,000. Company income taxes now average about 37½%. A new stamp tax law, overly complex and difficult to administer, was recently brought into effect.

As yet the Government has taken no steps to encourage foreign investment and its policy is not clear. The National Front, the only legal political entity in the country, called for the elimination of foreign owned and controlled business enterprises but to date no action has been taken by the Government against companies fitting this category.

An indication of the Government's thinking is expected shortly when a new Investment Encouragement Act is put into effect. Details of the draft law are not yet known although it is expected that 51% South Yemeni participation will be required. Thus, in spite of party doctrine to the contrary, the Government has shown itself to be reasonably moderate in actual fact.

Other factors which have hampered business confidence are:

► New labor legislation which makes it extremely difficult for firms to undertake a redundancy operation and gives the Minister of Labor the power to intervene in any dispute and ask for a return to the status quo ante;

► Possible eventual interference of the Government in the import-export business. Creation of the Organization for the Import of Consumer Goods, which is presumably being groomed over the long run to intervene in the trade, suggests an eventual attempt to follow the Egyptian experiment in nationalizing the import-export business;

► The tone of Government announcements and of the press and radio is persistently anti-business. While such an ideological line might have limited meaning in practice, it cannot be entirely ignored by the business community.

Money situation good

While there are foreign exchange controls, they are liberal and importers have had little difficulty in meeting their hard currency needs. In any event the operation of a gray market enables local business to transfer sterling funds in and out of the country at a charge of only about 1%.

The heavy flow of flight capital out of the country during much of 1967 has now been reversed, at least temporarily. Businessmen, realizing the ease with which sterling accounts may be moved in and out of the country, have tended to repatriate capital in order to save on the overdraft charges required by local banks.

No dependable figures are available on the general balance of payments situation within the country.

In recent months the volume of letters of credit issued by the commercial banks in Aden dropped somewhat. Bank officials indicate that the number of letters of credit and the large margin requirements imposed by the banks are returning to more "normal levels" (10% to 25%) from the situation as it existed in mid-1968. It is estimated that credit facilities during the coming twelve months will get progressively tighter as the banks have less money to loan out.

The Gulf of Aden and the adjacent Indian Ocean is considered one of the most productive fishing areas of the world and has so far been largely unexploited. A substantial change in this situation is expected within the coming 12 months. The UN Special Fund is undertaking a survey and training project in the area and the Soviet Union is showing interest in these waters for its fishing fleet.

An American firm in May signed an agreement with South Yemeni officials to permit it to buy and freeze lobster tails from the coast of the Fifth and Sixth Provinces, and the large Kuwait-owned Gulf Fisheries proposed a large scale fisheries project to the South Yemeni Government but to date the two parties had reached no agreement. Japanese, Spanish and Italian fishing circles have also shown an interest in these waters.

Since independence no full-scale geological surveys or sample drillings have taken place in Southern Yemen. Several Communist Countries sent geologists to examine available records but there is no evidence to date that any concrete proposals for assistance or development have been received. Some Western oil companies and the Algerian Government group SONATRACH also made tentative soundings with the Government since independence but no agreement in this field seems near at hand.

The principal area considered interesting for potential oil deposits is located close to the Saudi border of the country's Fifth Province (the Hadhramaut). The Pan American Petroleum Co. undertook some sample drillings in the mid-1960's but the results were unsatisfactory.

In the minerals field earlier surveys by British geologists were fairly discouraging, although there is some indication that copper deposits might well be uncovered. It is also possible that a site for the economic production of cement could be located within the country.

The South Yemeni Government is energetically seeking foreign aid, particularly from the so-called Socialist countries. To date however little other than token assistance has been received, the exception being the final British aid payment delivered in mid-1968. Assistance beyond the technical adviser level appears to be largely goods-in-kind and thus should not ease the strain on the budget.

The labor scene is characterized by heavy unemployment and simultaneously by the availability of a substantial body of skilled and semi-skilled workers, many of whom however are in the process of emigrating.

The Government is confronted by a heavy deficit, obliging it to boost taxes and to cut services. Meanwhile its hopes for foreign aid and long term development in the petroleum and minerals field seem in vain at present.

Imports reflect shift in market

The substantial shift in the character of the Aden market in the last two years is reflected in the type, quantity and quality of goods imported.

The loss of the booming market which preceded the last days of British rule, the substantial drop in ship traffic which made Aden a center for duty free goods from everywhere in the world and the overall decline in the economy of Southern Yemen and North Yemen have changed import patterns enormously. While Aden merchants have capital they now find it preferable to buy only the cheapest grade of goods obtainable; standards thus have dropped sharply.

Inventories increased heavily in the fall of 1968, and at present most merchants have a heavy stock accumulation, hedging against possible future import controls and seeking ways to have some of their capital committed to easily disposable goods such as cheap cotton yardage and yarns.

Thus many U.S. products are priced out of the market by this shift.

World Bank Group lends $136 million for development projects in six nations

Agreements will aid agriculture and roads in Indonesia, Liberian port, livestock in Zambia and Paraguay, Thailand roads, Indian communications

The World Bank Group has approved financing equivalent to $136.7 million for agriculture and highway improvements in Indonesia, the expansion of telecommunications services in India, road construction in Thailand, livestock development in Zambia, port improvements in Liberia, and livestock development in Paraguay.

All imported equipment and services paid for with World Bank funds must be procured through international competitive bidding.

The $44 million in IDA credits for two key sectors of Indonesia's economy, agriculture and transportation, marks the first large-scale lending operation to be undertaken by the World Bank Group in Indonesia. Earlier credits of $7 million financed technical assistance and an irrigation project.

Agricultural estates in Indonesia once accounted for nearly two-thirds of total exports. Although still important, they have become run-down because finance for replanting and expansion has been lacking, and managerial expertise has been dissipated. The $16 million IDA credit will provide half the funds needed to rehabilitate and develop two groups of government-owned estates encompassing 174,000 acres for the growing of rubber and oil palm in North Sumatra. This includes new plantings and replanting, processing facilities, vehicles, road maintenance and workshop equipment and technical assistance for several aspects of the project, including management.

Most important needs

Rehabilitation of Indonesia's highway network, which is also in poor condition because of years of neglected maintenance, is urgently needed. The project being assisted by the $28 million IDA credit will center on some of the most important rehabilitation needs of the highway system. Under it, about 2,000 miles of roads in five provinces will be rehabilitated, maintenance facilities in 20 provinces will be improved, workshops will be rehabilitated, and training programs will be initiated. Technical assistance will be provided to support these operations.

A World Bank loan and an IDA credit will finance $55 million of the foreign exchange costs of the Indian Posts and Telegraphs Department's telecommunications expansion program for 1969-72, which calls for a total investment equivalent to $361 million. The Canadian International Development Agency is extending a 50-year, interest-free credit equivalent to $33 million for purchases in Canada. Despite a large expansion of telephone, telex and telegraph facilities in India during the past decade, services are quite inadequate to meet the rapidly growing commercial, industrial and administrative demand.

The current investment program will be concentrated on increasing the number of telephone and telex connections—300,000 additional telephones—and on improving long-distance service which, because of India's size, is of special importance to the efficient operation of the economy.

Thailand roads

A $23 million World Bank loan will assist Thailand in financing the construction or improvement of three sections totaling 182 miles of primary highways linking Bangkok with the north, northeastern and southern regions. Also included are consultants' services to supervise construction and to undertake detailed engineering of a further 330 miles of primary highways, if feasibility studies now nearing completion prove their economic justification, and the purchase of workshop equipment for highway maintenance. The project is part of a $400 million investment program for 1965-71 being carried out by the Government to keep pace with rapidly growing traffic.

A $2.5 million World Bank loan will assist in financing the first phase of a long-term livestock development program in Zambia.

The primary objective is to increase production of beef and dairy products for Zambia's internal consumption and to improve breeding stock. Additional benefits will come from the demonstration of better management practices, improved production and disease control techniques, and the practical training of ranch managers and field assistants.

Liberia will use a $3.6 million World Bank loan to help finance the dredging of the port of Monrovia to a depth of 45 feet to accommodate ships of up to 90,000 deadweight tons. The loan will also finance the purchase of harbor craft, navigational aids, management assistance to the newly established National Port Authority which will execute the project, the services of engineers for the port work and of consultants to make feasibility studies of road approaches to the port. The schedule of port dues for ore carriers has been revised to generate sufficient funds to cover the costs of the dredging and new facilities.

A Bank loan and IDA credit to Paraguay will provide $8.6 million to assist in financing the third stage of a livestock development program under way since 1964. Under the program loans are made to ranchers for ranch development plans and for the purchase of breeding stock, and to contractors for imported heavy machinery to construct water facilities and to clear land. The new loan and credit will assist in financing the program for another four years, during which the equivalent of $15.5 million will be invested.

Pakistan credit unit lowers foreign exchange lending limit to aid small importers

The Pakistan Industrial Credit and Investment Corp. (PICIC) has abolished its minimum foreign currency lending limit of 250,000 rupees ($52,500) for export industries needing plant balancing, modernization and replacement equipment. Henceforth, PICIC will extend foreign currency loans to such industries in amounts as low as 100,000 rupees ($21,000).

The action was reportedly taken to assist small manufacturers who had trouble exporting their products because of inability to import sophisticated modern equipment within the previous loan limits. The minimum lending limit for new industrial plants, however, remains 1.5 million rupees ($315,000) in West Pakistan and one million rupees ($210,000) in East Pakistan.

PICIC is a private industrial financing institution founded in 1957 with Pakistani and foreign capital.

UNIDO to take part in Asian Fair; will help promote investments

The United Nations Industrial Development Organization (UNIDO) will conduct an investment promotion service during the Second International Asian Trade Fair in Iran during October.

UNIDO will act as a broker to bring prospective investors from the developed nations together with representatives of Asian countries seeking foreign private investment. It hopes to highlight many potentially profitable investment opportunities which might not otherwise come to the attention of qualified investors.

The UN affiliate, with headquarters in Vienna, will have an office on the Tehran Fair grounds from Oct. 5 through 24. This office will be staffed by officials well informed concerning private investment opportunities of member countries of the Economic Commission for Asia and the Far East (ECAFE).

ECAFE countries will provide UNIDO with pertinent investment data, including descriptions of foreign investments desired, production costs, labor availability, marketing possibilities, raw material availability, and shipping costs. Information on regulations and inducements applying to foreign private investment in each ECAFE country will also be available to qualified foreign investors.

UNIDO will, upon request, put interested investors in touch with officials of developing countries or private businessmen attending the Fair.

UNIDO conducted a similar private investment service during a symposium in Athens in 1967 and claims to have generated a substantial amount of investment interest. It is hoped that the service to be conducted at this year's Asian Fair will produce even better results by operating against a background of 45 government displays, 4000 company participants and thousands of important business visitors.

The American Embassy in Tehran has invited attention to the fact that, from the narrower point of view of Iran alone, American firms desiring to investigate Iranian investment potentials should find the Fair period an ideal time to investigate these potentials. Not only will Iranian Ministry of Industry officials, who must approve all investment proposals, be more readily available for discussions than normally, but background information designed to attract foreign investment (tax concessions, regulations on profit and capital remissions, market surveys, lists of investment desired, etc.) will be better organized and more easily obtainable by potential investors than is usually the case.

Interested American investors may obtain additional details from Mr. A. J. Aizenstat, dir., New York Liaison Office, United Nations Industrial Development Office, United Nations, New York, N.Y. 10017. **P-69659.**

Australia seeks proposals from interested companies for mineral exploration

The Government of Australia is seeking proposals from companies interested in mineral exploration in a 1,700 square mile area south of Darwin in the northern territory. A portion of the Rum Jungle uranium district is in the territory available for exploration.

It is believed that commercial quantities of uranium, base metals and, possibly, iron ore exist in this area. The land available for exploration is subdivided into ten parts ranging in size from twenty to three hundred square miles. Companies may submit proposals for one or more of the subdivided areas. Closing date for applications to prospects is Aug. 22, except for iron ore which is July 4.

Write: Northern Territory Mineral, Industries and Petroleum Sec., Dept. of the Interior, Canberra, A.C.T. Australia or Mines and Water Resources Branch, Northern Territory Administration, Darwin, Australia. **P-69665.**

Ceylon group seeks U.S. collaborator for new hotel

A group of Ceylonese investors are seeking collaboration with an American firm for the development and management of a new hotel near Colombo International Airport. The Government of Ceylon provides various tax and import duty incentives for new hotel construction in the country.

Write: Mr. D. N. M. Wijetunge, Hotel Airways Ltd., 65/14 Park St., Colombo 2, Ceylon. WTD. **P-69664.**

U.S. ties sought by Mauritius concern

A diversified Mauritius company seeks licensing and/or joint venture agreements to manufacture or assemble a variety of products, principally for export.

The firm is particularly interested in products requiring a high degree of skilled labor such as electronic components, cutlery, scientific instruments, watches, clocks, engineering equipment and small tools.

It claims that local sources can supply a reasonable part of the capital necessary in the establishment of such enterprises.

The well established Port Louis concern is an importer and distributor of foodstuffs, building materials, textiles and other products. It also operates modern plants producing soft drinks, soap and margerine. The company and its affiliates employ about 250.

To obtain some additional information concerning the advantages of investing in Mauritius interested U.S. firms can write the Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. **P-69656.**

A representative of the Mauritius company, Mr. Fakira Currimjee, plans to visit the U.S. in August. He can be contacted by interested parties through his brother, Mr. Carrim J. Currimjee, 342 E. 53rd St., New York, N.Y.

Write: Currimjee Jeewanjee & Co. (Mauritius) Ltd., P.O. Box 49, Port Louis, Mauritius. WTD.

Belgian manufacturer seeks U.S. license to expand

A Belgium producer of high pressure pumps for agricultural and industrial use, agricultural spraying machines and hop harvesting machines seeks a license, manufacturing contract and possibly a joint venture to manufacture related products. These could include hydraulic cranes, machinery for road construction and industrial cleaning machines.

The Belgium concern employs about 130 and exports over 50% of its current production.

Write: P-69660. Victor Bernard, deputy consul general, Industrial Section, Belgian Consulate General, 50 Rockefeller Plaza, New York, N.Y. 10020.

Malawi cites needs of agro-industries

Government offers investors liberal tax, tariff concessions

The Government of Malawi has invited American firms to invest in the country's agricultural development.

Malawi, a country of four million people located in central Africa, is interested in promoting the industrialization of its agricultural sector, which at present accounts for most of the country's economic activity. It enjoys a favorable climate and good soils, making agro-industries especially promising.

Since there is a lack of capital and know-how, in setting up such industries, the Government of Malawi is interested in finding U.S. investors with knowledge of growing, processing and marketing techniques for a variety of crops. U.S. firms might cooperate in these investments with local statutory bodies.

To help attract investors, Malawi has a liberal investment law offering tax and tariff concessions. Potential investors may also benefit from the Investment Guaranty Treaty signed by Malawi and the United States.

U.S. firms interested in these opportunities should write directly to: Mr. John Hughes, Commissioner for Industrial Development, Ministry of Trade and Industry, P.O. Box 700, Limbe, Malawi. **P-69638.**

Eximbank loan helps Irish airline buy eight U.S. jets

The Export-Import Bank of the United States has authorized a $14.7 million credit to assist in financing the purchase of eight Boeing 737 jet aircraft for Aer Lingus, the Irish national airline.

Aer Lingus, established in 1936, furnishes air transportation services to 27 points in Ireland, the United Kingdom, and Western Europe. The airline expects its passenger volume to increase approximately 8% annually over the next five years with cargo tonnage increasing approximately 14% annually during the same period.

The Government of Ireland is the sole shareholder in Aer Lingus. Eximbank's loan is to be repaid at the rate of 6% per annum in seven semiannual installments beginning in 1973.

Israeli producer proposes venture for pesticides

A leading Israeli manufacturer and distributor of formulated agricultural pesticides and insecticides is interested in a joint venture to produce agricultural pesticides under license.

The firm also seeks technical assistance for the development of new pesticide formulations based on raw materials supplied by the U.S. participant. Part of the planned production would be exported to African countries, Cyprus and Greece.

Write: TARSIS Agricultural & Industrial Chemicals Co., Ltd., 66 Levinsky St. (P.O. Box 183), Tel Aviv, Israel. WTD. **P-69657.**

Investment Assistance

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. "P" numbers should be used when writing about specific proposals.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington D.C. 20230 or the nearest Department of Commerce Field Office.

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations administered by the Office of Foreign Direct Investments, U.S. Department of Commerce, Washington, D.C. 20230.

German firm seeks licenses to expand product line

A leading German manufacturer of heavy industrial machinery, presses, cranes and steel bridge sections plans to expand its product line. In this connection, it seeks licensing agreements with U.S. producers of heavy industrial machinery and equipment used for the manufacture and processing of nonferrous metals and products, particularly copper and copper products.

The German firm's facilities include extensive workshops, large warehouses and foundries.

Write: P-69662, Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230.

Ivory Coast seeks U.S. investors

Preliminary studies available on four industrial projects

The Bureau for Industrial Development of the Ivory Coast's Ministry of Planning has prepared preliminary studies indicating the potential profitability for four industrial projects in which foreign investment is sought.

They include a small foundry to produce plumbing fixtures and small valves, a plastic pipe and tubing plant to serve a growing market for these products, a facility to make electric cable and a plant to process calcium carbonate for the production of lime, slaked lime and quick lime. There is a present demand for calcium carbonate in water treatment and in the insecticide and agricultural industries.

U.S. firms investing in any of the projects listed above would be eligible to have their plants designated as priority industries under the Ivory Coast's investment code.

Interested U.S. firms can obtain brief resumes of the four projects in French by writing the Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. **P-69639.**

For more complete information **write:** Mr. Abou Doumbia, Directeur, Bureau du Developpement Industriel, Ministere du Plan, B.P. 4096, Abidjan, Ivory Coast.

German firm wants license to process rubber materials

A license to manufacture rubber materials and similar products is sought by a German concern which has rubber processing machinery available that is not presently being fully utilized. The firm is a subsidiary of a producer of building adhesives.

Write: P-69644. Rudolf Klotzbucher, mgr., Market Development, German American Chamber of Commerce, 666 Fifth Ave., New York, N.Y. 10019.

UN approves 57 projects

Total cost of new development programs approved is estimated at about $102.2 million

The Administrator of the United Nations Development Program submitted to the Governing Council fifty-two large scale pre-investment projects and supplementary financing for five existing projects for approval at its eighth session, concluded July 3.

The estimated total cost of the projects approved at this session is about $102.2 million. Of this amount, the UNDP will contribute about $37 million. The remainder—approximately $65.2 million—will be contributed by the recipient governments.

The seventh session of the Council, reported in the Feb. 10, issue of INTERNATIONAL COMMERCE, approved projects expected to cost $222 million. The latest action brings the 1969 total to $324.2 million, of which the Council will provide $132 million.

Sixteen of the new projects are devoted to surveys and feasibility studies for the development of natural resources, with emphasis placed on mineral and geological exploration and the improvement of transport and communications; eighteen will establish or strengthen applied research facilities, with particular attention to forestry, veterinary and fishery services, manufacturing, mining and power; fifteen will help bring into operation permanent national institutes to improve the levels of technical training and advanced education; and three will set up economic planning institutes.

As in previous years, Africa received the highest aliocation, with 19 new projects. In addition, supplementary financing has been provided for the continuance of five projects in this region. The Americas are being assisted with twelve projects, Asia and the Far East with ten, and Europe and the Middle East with five and six projects respectively.

Outlining the outstanding features of the recommended program, the UNDP Administrator pointed out that it was largely devoted to projects calling for continuing support, or relatively short first-phase projects needed to define more complex undertakings, or projects calling for urgent operations. The Administrator noted that the experimental phase of UNDP assistance is reaching a point of consolidation, and that the new projects are mainly in well known categories. For example, the program demonstrates the continued importance being attached to training in all fields.

A careful screening, at the preliminary level, of projects approved at this session indicates the awareness of the UNDP Administrator with respect to the needs of developing countries. Some 40% of the new projects are devoted to developing industrial manpower and include assistance to Kenya, Madagascar and Panama for the improvement of apprenticeship and vocational programs; to Uganda for the expansion of the technical college, and to Peru for supervisory and management training programs. In other areas, projects involve training in agriculture, communications, transportation, urban planning, and expansion of teacher training in many African countries.

In the implementation of these projects, the executing agencies, acting on behalf of the UNDP, will make field expenditures of some $21 million for individual expert assignments, $2.6 million for fellowship awards, $5.5 million for project equipment, and $3.3 million for contractual services.

Summaries providing pertinent background data for each project listed herein are available to U.S. firms upon request from: J. L. Malone, International Liaison and Trade Opportunities (ILTO) Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. In requesting summaries for these projects the inquirer should include the project number, country and title of the project desired, such as: **DP/SF/R.8/Add. 29—Korea—Regional physical planning.**

DP/SF/R.8/Add. 1—ALGERIA: **Rural development in eastern Algeria:** FAO. $2,549,500.

DP/SF/R.8/Add. 2—ARGENTINA: **Improvement of navigation on the Parana River:** UN. $2,082,000.

DP/SF/R.8/Add. 3—BOTSWANA: **Cooperative development center:** ILO. $692,500.

DP/SF/R.8/Add. 4—BRAZIL: **Fishery development project:** FAO. $4,813,200

DP/SF/R.8/Add. 5—BULGARIA: **Assistance to the Nikola Poushkarov Institute of Soil Science:** FAO. $9,313,000.

DP/SF/R.8/Add. 6—BURUNDI: **Burundi Development Bank,** Bujumbura: UN. $414,100.

DP/SF/R.8/Add. 7—CHAD: **Rural development of the Ouaddai,** Abeche: ILO. $647,700.

DP/SF/R.8/Add. 8—CHILE: **Water resources development in the Norte Grande:** UN. $2,579,800.

DP/SF/R.8/Add. 9—CHILE: **Milk Technology Institute,** Universidad Austral de Chile: FAO. $1,910,600.

DP/SF/R.8/Add. 10—COLOMBIA: **Transport and urban development study, Bogota:** IBRD. $334,000.

DP/SF/R.8/Add. 11—ECUADOR: **Survey of metallic and non-metallic minerals (Phase II):** UN. $860,900.

DP/SF/R.8/Add. 12—EL SALVADOR: **Survey of geothermal resources (Phase II):** UN. $1,856,200.

DP/SF/R.8/Add. 13—EL SALVADOR: **Faculty of Engineering,** University of El Salvador: UNESCO. $527,600.

DP/SF/R.8/Add. 14—ETHIOPIA: **Supplementary assistance in strengthening the Awash Valley Authority:** FAO. $142,700.

DP/SF/R.8/Add. 15—ETHIOPIA: **Investigation of geothermal resources for power development:** UN. $274,600.

DP/SF/R.8/Add. 16—GHANA: **Development of cotton production:** FAO. $755,600.

DP/SF/R.8/Add. 17—GREECE: **Industrial area and industrial estate near Salonika:** UNIDO. $3,205,300.

DP/SF/R.8/Add. 18—GUINEA: **Reorganization of the port of Conakry:** ILO. $1,483,900.

DP/SF/R.8/Add. 19—HUNGARY: **Irrigated agriculture in the Tisza River Valley:** FAO. $550,900.

DP/SF/R.8/Add. 20—INDIA: **Post-graduate agricultural education and research:** UNESCO. $7,890,900.

DP/SF/R.8/Add. 21—INDONESIA: **Land and water resources development in southeastern Sumatra:** FAO. $1,978,700.

DP/SF/R.8/Add. 22—IRAN: **Institute of Standards and Industrial Research,** Karaj: UNIDO. $4,133,700.

DP/SF/R.8/Add. 23—IRAQ: **Fruit and vegetable improvement:** FAO. $477,000.

DP/SF/R.8/Add. 24—IRAQ: **Air navigation and aeronautical meteorological facilities,** Baghdad: ICAO. $929,500.

DP/SF/R.8/Add. 25—IVORY COAST:

Institute of Pedagogical Research, Abidjan: UNESCO. $976,500.

DP/SF/R.8/Add. 26—IVORY COAST: **Mineral survey in the Southwest (Phase II):** UN. $1,860,000.

DP/SF/R.8/Add. 27—JORDAN: **Agricultural marketing (Phase II):** FAO. $931,600.

DP/SF/R.8/Add. 28—KENYA: **Supplementary assistance to the Kenya Polytechnic,** Nairobi: UNESCO. $2,832,400.

DP/SF/R.8/Add. 29—KOREA: **Regional physical planning:** UN. $1,091,000.

DP/SF/R.8/Add. 30—LIBYA: **Center for Industrial Development and Research,** Tripoli: UNIDO. $6,246,200.

DP/SF/R.8/Add. 31—MALAGASY REPUBLIC: **Supplementary assistance to the Educational Training and Research Institute:** UNESCO: $438,400.

DP/SF/R.8/Add. 32—MALAGASY REPUBLIC: **National vocational training program:** ILO. $970,000.

DP/SF/R.8/Add. 33—NIGERIA: **Supplementary assistance to the hides and skins demonstration and training project:** FAO. $694,500.

DP/SF/R.8/Add. 34—PANAMA: **National vocational training program:** ILO. $1,246,000.

DP/SF/R.8/Add. 35—PERU: **Management of small enterprises:** ILO. $124,900.

DP/SF/R.8/Add. 36—PHILIPPINES: **Metal Industry Development Center,** Manila: UNIDO. $1,913,600.

DP/SF/R.8/Add. 37—SAUDI ARABIA: **Center for Applied Geology, College of Petroleum and Minerals,** Jeddah: UNESCO. $2,259,900.

DP/SF/R.8/Add. 38—SENEGAL: **Bureau of Organization and Methods:** UN. $277,500.

DP/SF/R.8/Add. 39—PEOPLE'S REP. OF SOUTHERN YEMEN: **Agricultural demonstration and training,** El-Kod and Giar: FAO. $795,700.

DP/SF/R.8/Add. 40—SPAIN: **Scientific study of water resources in the Canary Islands:** UNESCO. $1,191,400.

DP/SF/R.8/Add. 41—SYRIAN ARAB REPUBLIC: **Center for Housing and Construction,** Damascus: UN. $1,719,000.

DP/SF/R.8/Add. 42—THAILAND: **Telecommunications Training, Test and Development Center (Phase II):** ITU. $1,536,800.

DP/SF/R.8/Add. 43—THAILAND: **Development of the northern region:** UN. $613,100.

DP/SF/R.8/Add. 44—TOGO: **Fertilizer use, promotion, demonstration and production scheme,** Lome: UNIDO. $1,885,900.

DP/SF/R.8/Add. 45—TURKEY: **Central Research and Training Institute for Hides, Skins and Leather,** Istanbul: FAO. $1,904,800.

DP/SF/R.8/Add. 46—UGANDA: **Uganda Technical College, Kampala (Phase II):** UNESCO. $2,879,600.

DP/SF/R.8/Add. 47*—No document will be issued under this symbol.

DP/SF/R.8/Add. 48—UNITED ARAB REPUBLIC: **Textile Quality Control Center,** Alexandria: UNIDO. $1,545,400.

DP/SF/R.8/Add. 49—UNITED ARAB REPUBLIC: **Technical Training and Research Institute for Telecommunications,** Cairo: ITU. $3,603,200.

DP/SF/R.8/Add. 50—VENEZUELA: **Programming for maintenance and engineering of health care facilities:** WHO. $1,408,300.

DP/SF/R.8/Add. 51—ZAMBIA: **Development of small-scale industries:** UNIDO. $902,400.

DP/SF/R.8/Add. 52—REGIONAL: (Cameroon, Chad, Niger, Nigeria) **Supplementary assistance to the study of water resources in the Chad Basin:** UNESCO. $55,700.

DP/SF/R.8/Add. 53—REGIONAL: (Afghanistan, Cambodia, Indonesia, Laos, Nepal, Pakistan, Thailand) **Feasibility studies for the Asian telecommunication network:** ITU. $518,500.

DP/SF/R.8/Add. 54—REGIONAL: (Congo (Brazzaville), Gabon, Chad, Central African Republic) **Realignment of the Congo-Ocean Railway:** IBRD. $961,000.

DP/SF/R.8/Add. 55—REGIONAL: **Caribbean fishery development project (Phase II):** FAO. $1,807,700.

DP/SF/R.8/Add. 56—REGIONAL: **Asian Institute for Economic Development and Planning,** Bangkok (Phase II): UN. $4,195,900.

DP/SF/R.8/Add. 57—KENYA: **Beef industry development,** Nakura (Phase II): FAO. $1,387,100.

DP/SF/R.8/Add. 58—PAKISTAN: **Assistance to the University of Islamabad:** UNESCO. $1,033,000.

Service, equipment expenditures total $8.8 million in UNDP projects

Among contracts to be awarded are those calling for fertilizer plant, improvements in transportation and water resources

The implementation of the recently approved UNDP program will involve expenditures by the executing agencies of approximately $3.3 million for contractual services and $5.5 million for project equipment.

A number of the major contracts to be awarded are for work in the transport field. One project for the realignment of the Congo-Ocean railway serving Congo (Brazzaville), Gabon, Chad and the Central African Republic, to be carried out by the World Bank, calls for contractual services amounting to $817,000. This will cover the cost of consulting engineers, surveyors, geologists, economists and the purchasing of selected items of ground surveying equipment.

The railway, which carries a very large proportion of the freight of the four countries—about 2,500,000 metric tons annually including 1,200,000 tons of manganese ore from Gabon—has reached its capacity and is no longer capable of handling the steady traffic increases. The project will assist Agence Transequatoriale de Communications (ATEC), the official transport agency in the region, in determining the feasibility of improvements to the railway.

The World Bank will also make expenditures of about $200,000 for consultants in town planning, transport economics, land use, traffic and engineering to assist in instituting short-term improvements in the urban transport system of Bogota. At the same time long-term city development plans will be prepared under this project.

Another transport project for which the UN is the executing agency is concerned with improvement of navigation on the Parana River in Argentina and includes a contract allowance of $288,000 for expert services in hydraulic engineering, processing of topographical and hydrographical data, sedimentology, river transport and cargo operations. In addition, equipment valued at some $262,700 will be provided. The government has assumed responsibility for complementary dredging and training work amounting to approximately $600,000.

Initial geothermal investigations having proved successful, the government of El Salvador is moving ahead with the preparation of a technical and economic feasibility report for a geothermal power plant. The consultant services for this project include specialists in geothermal geology, geophysics, geochemistry, well-testing, chemical engineering and water disposal, and are covered by an allocation of $470,000. The UN is the designated executing agency.

The UN will also award contracts amounting to $378,000 to supply the services of experts in urban and regional planning, physical planning, transportation, research demography and sociology, soil interpretation, resources economics, industrial location economics, quantitative analysis and administrative law to Korea. This project will prepare the regional physical plans necessary for inclusion in the third Five-Year Plan (1971-76).

The establishment of a fertilizer plant in Togo is the eventual objective of an intensive fertilizer use campaign being launched with UNDP/UNIDO help in

Togo. If the initial campaign is successful, the plant will be designed, erected and brought into operation, including the training of a work force, under a contract amounting to $520,000. According to present plans the plant will use locally available phosphate ore and locally manufactured sulphuric acid to prepare a straight fertilizer and a mixing component. The plant will consist of a single superphosphate unit, a contact type sulphuric acid plant, a bulk blending unit and a bagging unit.

Equipment needed

A number of projects concerning water resource development will also be partially carried out under contract, notably in Chile, Indonesia and Spain. Most projects contain an equipment component to cover the purchase of field vehicles, laboratory equipment, machinery, drilling rigs, teaching aids and such agricultural needs as tools, seeds and fertilizers.

Other projects involve purchases ranging from $200,000 to $400,000. For example an allocation of $300,000 has been made for essential drilling rigs, generators and weather station equipment in connection with the water resource survey being made of the Norte Grande in Chile. Navigation aids of all kinds, sedimentology and hydrological instruments are included in the equipment lists for the investigations of the Parana River, Argentina and the Port of Conakry, Guinea; and a sea plane, motor launch, houseboat, and earth moving equipment will be bought for the survey of land and water resources in Sumatra, Indonesia.

Specialized equipment needed for testing and calibration in the fields of mechanics, electricity, electronics, photometry, heat and metallurgy as well as workshop equipment accounts for $300,000 in the project to strengthen the Institute of Standards and Industrial Research in Iran; while tool room, foundry, mechanical machine shop machinery, welding equipment and agricultural implement prototype manufacturing machinery will be supplied at a cost of approximately $200,000 to the Metal Development Center in Manila. Telecommunications projects also require sophisticated training aids, and the provision of telegraphy, transmission and subscribers apparatus for the Telecommunications Institute in the United Arab Republic is estimated to cost $400,000.

U.S. firms may direct their inquiries concerning pertinent background data for UNDP projects to: J. L. Malone, International Liaison and Trade Opportunities (ILTO) Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230.

UNDP projects worth about $10 million awarded U.S. concerns in 1968

U.S. firms last year were awarded approximately $10 million in subcontracts and equipment orders for United Nations Development Program (UNDP) projects throughout the world.

Subcontracts amounting to $3.8 million were awarded to U.S. concerns in 1968, a 200% increase over the $1.3 million in 1966. U.S. equipment totaling $6.1 million was also ordered in 1968 under UNDP by the various United Nation's executing agencies. The equipment included such items as laboratory instruments, vehicles, drilling equipment, agriculture machinery, data processing, and office equipment.

The United States was the leading supplier in both subcontracts and equipment awards, with France and the United Kingdom ranking next.

These awards indicate that U.S. firms are finding the pre-investment projects under the UNDP sponsorship not only important initial contracts, but can lead to long term benefits as these industrial projects reach the actual operating stage.

Notices of approved UNDP projects are published in INTERNATIONAL COMMERCE after the UNDP General Council's meeting in June and January each year.

Interested U.S. firms can also obtain further information from Commerce Field Offices or the International Liaison and Trade Opportunities Staff, Business and Defense Services Administration, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230.

Prequalifications wanted by Yugoslavia on bids for railway construction

The Railway Transport Enterprise, Belgrade, has asked that prospective bidders submit their qualifications to undertake construction of the following subsections: Prijepolje-Lim Bridge, Lim Bridge-Brodarevo, Brodarevo-Dubocica and Dubocica-Gostun on the Prijepolje-Gostun Section of the Belgrade-Bar Railway Line.

Construction is to begin not later than Oct. 15, and is to be completed by Dec. 31, 1972.

Firms wishing to qualify for international bidding should submit the information specified in a booklet entitled *Preliminary Information and Instruction for Prequalification* to the Railway Transport Enterprise, Belgrade, Nemanjina 6, Belgrade, by July 21. This document is available from the Construction and Building Materials Division, BDSA-645, Room 4813, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-3602).

One set of drawings and maps concerning the project may be reviewed in the above office.

New Zealand airport needs construction bids

The Ministry of Works, Government of New Zealand, has issued a tender for construction of the Rarotonga Airport, Cook Islands. Rarotonga, an island covering approximatelv 16,500 acres, lies in latitude 21° 12″ south and longitude 159° 48″ west, some 585 nautical miles southwest of Tahiti. The island consists of a central mountainous area, some 2,000 ft. high surrounded by a narrow belt of terraces, fans, lowland flats and swamps.

Work includes construction of a concrete runway (7,000 feet long), taxi-way and apron; approximately 700,000 cu. yds. of earthworks; realignment of roads; construction of a seawall, a water supply system, a sewerage and stormwater drainage system; and the installation of airport lighting.

The bid deadline for this project is 4 p.m. Sept. 30.

Tenders should be submitted to The Secretary, Tenders Department, Ministry of Works, P.O. Box 12-003, Wellington North, New Zealand.

One set of tender documents (including drawings) may be reviewed in Room 4813, U.S. Department of Commerce, Washington, D.C.★ (Telephone: 202-967-3602).

Peru invites bids on supply of transmission line towers

Empresas Electricas Asociadas, an electric power company in Lima, is seeking bids on the supply of 167 towers of various types to carry a 220 kw line.

Bid deadline is Aug. 15.

Copies of the bid specifications are available from the Construction and Building Materials Division, BDSA-645, Room 4813, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-3602).

World Trade Opportunities Continued through page 39

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual.

U.S. firms should also be aware that the listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the *Department of Commerce Export Control Regulations* or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

NOTE: The SIC Manual is available for $4.50 per copy and the Export Control Regulations are priced at $12 for the year. Both publications may be ordered from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or any of the 42 Department of Commerce Field Offices throughout the United States.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

011 Field crop farms

BARBADOS—Whole corn, wheat midlings. Requests prices c.i.f. Barbados in U.S. currency. Richard A. Williams & Co. (shipowner, shipping and airline agents, manufacturers' representative), P.O. Box 434, Bridgetown. WTD 5/69.

012 Fruit, tree, nut, vegetable farms

BARBADOS—Citrus pulp. Requests prices c.i.f. Barbados in U.S. currency. Richard A. Williams & Co. (shipowner, shipping and airline agents, manufacturers' representative), P.O. Box 434, Bridgetown. WTD 5/69.

013 Livestock farms

BARBADOS—Turkey parts. Requests prices c.i.f. Barbados in U.S. currency. Richard A. Williams & Co. (manufacturers' representative, shipowner), P.O. Box 434, Bridgetown. WTD 5/69.

019 Miscellaneous agricultures

TAIWAN—Guinea fowl for breeding. Yih Sheng Trading Co., Ltd. (importer, exporter), 46-3 Tai Yuan Rd., Taipei. WTD 2/69.

201 Meat products

SINGAPORE—USDA Grade A turkeys, eight to 18 lbs. each at two lb. intervals; USDA Grade B turkeys, eight to 18 lbs. each at two lb. intervals; chicken wings, three joints, packed in five pound printed cartons; chicken drumsticks packed in five pound printed cartons; chicken thighs packed in five pound printed cartons; chicken "drumettes" packed in five pound printed cartons; Long Island duckling, four to five pounds each; USDA Grade A Cornish game hens, 14 to 18 oz. each. Perishables Buying Dept., Fitzpatrick Food Supplies (FA), Ltd. (retailer), G.P.O. Box 499, Singapore 1. WTD in preparation.

202 Dairy products

JAMAICA — Processed American cheese, cheese spreads. Direct purchase and exclusive agency. Hand Arnold (Ja) Ltd. (manufacturers' representative), 154 Marcus Garvey Drive, Box 57, Kingston 11. Attn: D. A. Scott. WTD 1/69.

203 Canning, preserving foods

SPAIN—All classes of canned foods. Amador Felipe-Sanchez (importer, exporter), San Pablo 22, Salamanca. WTD 5/69.

204 Grain mill products

BARBADOS—Fish, coconut meal. Requests prices c.i.f. Barbados in U.S. currency. Richard A. Williams & Co. (shipowner, shipping and airline agent, manufacturers' representative), P.O. Box 434, Bridgetown. WTD 5/69.

209 Food preparations

AUSTRIA—Castor oil. Richard Haeusler Aussenhandel (importer, exporter), Eggenberger Allee 1-3, Postfach 69, A-8020, Granz. WTD in preparation.

MALAWI—Yeast, canned, in ¼ and ½lb. packs. Samples requested; prices in £ sterling. I. M. Sidat (wholesaler), P.O. Box 32, Lilongwe. WTD 11/68.

221 Broad woven fabric mills, cotton

GERMANY—One hundred per cent undyed, unbleached cotton fabric remnants, one to ten yards, such as poplin, sheeting, contour blocks for production of polishing discs, wheels. Requests price quotations c.i.f. Rotterdam. Gerd Rommerskirchen, "GERO" Schleifmittel (importer, exporter, manufacturer, wholesaler), 56 Wuppertal-Kuellenhahn, Korzert 13. WTD 6/69.

MALAWI—Factory rejects, "seconds" for cotton prints in the reel. Samples, prices in £ sterling requested. Lilongwe Commercial Agency (wholesaler, retailer), P.O. Box 152, Lilongwe. WTD 11/68.

225 Knitting mills, products

MALAWI—Factory reject sweaters, jumpers, woolen outerwear. Price lists, catalogs requested. Quote in £ sterling. Lilongwe Commercial Agency (wholesaler, retailer), P.O. Box 152, Lilongwe. WTD 11/68.

Hats, hosiery, sweaters, ties for men; all grades. Hussein Hassam & Sons (retailer), P.O. Box 20, Lilongwe. WTD 11/68.

228 Yarn, thread mills, products

GERMANY—Yarns of all types for weaving, knitting mills, hosiery manufacturers; monofila-

ment nylon sewing thread. Direct purchase and agency. Quotations c.i.f. German port preferred. Ernst Ludwig & Co. (importer, exporter, distributor), 791 Neu-Ulm/Donau, Max-Eyth-Strasse 33. WTD 5/69.

MALAWI—Invisible nylon sewing thread. Samples requested, prices in £ sterling. Lilongwe Commercial Agency (wholesaler, retailer), P.O. Box 152, Lilongwe. WTD 11/68.

Cotton, nylon "invisible" sewing and embroidery threads, various gauges, chiefly for use with treadle sewing machines. Samples requested. Mahomed Abdul Karim (wholesaler), P.O. Box 60, Lilongwe. WTD 11/68.

229 Textile goods

SPAIN—Textile wastes, rugs. Borras Encar, S.L. (manufacturer), Carretera de Benamen s/n, Muro de Alcoy, Alicante. WTD 6/69.

232 Men's, youths', boys' furnishings, work clothing

MALAWI—All types of shirts, jeans, slacks, sport jackets; inexpensive grades. Hussein Hassam & Sons (retailer), P.O. Box 20, Lilongwe. WTD 11/68.

262 Paper mills, products

GERMANY—Unconverted paper, which can be converted into wallpaper. Requests replies in German. Hermann Haas KG (manufacturer, wholesaler), 6342 Haiger/Dillkreis, Hickenweg 13. WTD 6/69.

264 Converted paper, paperboard

GERMANY—Laminated and coated films, papers and paperboard, excluding polyethylene and foil; laminated or coated rolls and sheets, plain or printed; polyethylene laminated or coated to materials other than foil. Requests price quotations c.i.f. Hamburg or Bremen. Requests replies in German. M. Brueggen & Soehne (importer, exporter, wholesaler), 516 Dueren, Postfach 271. WTD 6/69.

Supply wallaper: machine printed. Direct purchase and agency. Requests replies in German. Hermann Haas KG (manufacturer, wholesaler), 6342 Haiger/Dillkreis, Hickenweg 13. WTD 6/69.

281 Industrial chemicals

AUSTRIA—Activated carbon, acetic acid-glacial, acetone aluminum oxides, aluminum silicofluoride, ammonium bicarbonate, barium salts, benzol, butyl alcohol, calcium carbonate-precipitated, chromic acid, cobalt acid, colamine, cresols, dicyandiamide, diocthylphthalate, dioctyl adipate, electrolytic manganese dioxide, furfural isopropylalcohol, lithopones, magnesium chloride, manganese acetate, manganese oxide, maleic anhydride, naphthalene-hot pressed, nitric acid, oleic acid, oxalic acid, orthoxylene, phthalic anhydride, potassium butylxanthate, potassium carbonate, potassium chlorate, potassium nitrate, potassium permanganate, pyridine, silver nitrate, sodium benzoate, sodium chlorate, sodium hydrosulphite, sodium nitrite, sodium silicate, sodium silicofluoride, sodium sulphide, sodium tripolyphosphate, stearic acid, thorium nitrate, titanium dioxide-paper grade, tricalciumphosphate, tungstic acid, zinc oxide, zinc sulphate. Richard Haeusler Aussenhandel (importer, exporter), Eggenberger Allee 1-3, Postfach 69, A-8020 Graz. WTD in preparation.

PORTUGAL—Methyl bromide. Direct purchase and agency. Societe Anonyme des Produits e Engrais (manufacturer), Chimiques de Portugal-SAPEC, Apartado 2349, Lisbon. WTD 12/67.

282 Synthetic materials

AUSTRIA—Phenolic moulding powder, polyamide, polyethylene, polystyrene, polyvinyl butyral, urea formaldehyde moulding powder. Richard Haeusler Aussenhandel (importer, exporter), Eggenberger Allee 1-3, Postfach 69, A-8020 Graz. WTD in preparation.

283 Drugs

TAIWAN—Pharmaceuticals for cardio vascular diseases, pain relieving; anaesthetic agents. Heart Normal Enterprise Co., Ltd. (importer, agent), 4th Floor, 80 Po Ai Road, Taipei. WTD 12/68.

284 Cosmetics, perfumes

KENYA—High quality, complete line of cosmetic preparations, toiletries especially created for African trade. Direct purchase and agency. Sunlit Ltd. (importer, retailer, manufacturers' representative), P.O. Box 1119, Nairobi. WTD 5/69.

287 Agricultural chemicals

AUSTRIA—Fertilizers of all kinds. Richard Haeusler Aussenhandel (importer, exporter), Eggenberger Allee 1-3, Postfach 69, A-8020 Graz. WTD in preparation.

291 Petroleum refining

AUSTRIA—Paraffin wax, white, 52/54, 54/56; petrolatums. Richard Haeusler Aussenhandel (importer, exporter), Eggenberger Allee 1-3, Postfach 69, A-8020 Graz. WTD in preparation.

307 Plastic products

GERMANY—Laminated plastic sheets, tubes. Requests price quotations c.i.f. Hamburg or Bremen. Requests replies in German. Direct purchase and agency. M. Brueggen & Soehne (importer, exporter, wholesaler), 516 Dueren, Postfach 271. WTD 6/69.

329 Magnesium oxide

AUSTRIA—Magnesium oxide. Richard Haeusler Aussenhandel (importer, exporter), Eggenberger Allee 1-3, Postfach 69, A-8020 Graz. WTD in preparation.

331 Steel mill products

● **AUSTRALIA**—Stainless steel tie rods, eight of size 32 ft. long x 6 in. diameter; Tender Specification 50/K for the supply of eight stainless steel tie rods; bid deadline July 23. Copies of tender documents available for $2 from Controller of Stores, The State Electricity Commission of Western Australia, 132 Murray St., Perth, Western Australia 6000.

● **INDIA**—Plates, 1,122 metric tons of size 32 x 2000 x 8000 mm., fire box quality, conforming to latest ASTM specifications. Tender #BPO/1121/26W/BSL/PR/51460/global; bid deadline Sept. 4. Beas Purchase Organization, Talwara Township, Hoshiarpur, Punjab. Copies of tender documents available from Iron and Steel Division, BDSA-669, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2364).

● **IRAN**—The following items have been requested by the Iranian State Railways: Iron-strap, for making "S" shaped pieces, 100,000 kgs. of size 2 x 25 mm. Tender #141/48; bid deadline July 26. Iron-strap, for making "S" shaped pieces, 250,000 kgs. of size 2 x 25 mm. Tender #242 and 243/48; deadline July 28.

Ingots, gray iron, raw-cast, 1000 tons. Tender #317/48; bid deadline Aug. 13.

Thomas ST-37 type round iron, 120,000 kgs. of various sizes (required for making Whitworth bolts); ST-50-11 type steel round bar, 3,000 kgs. of 27 mm. Tender #316 and 362/48; bid deadline Aug. 12. Iranian State Railways, Tehran. Copies of above tender documents available from Iron and Steel Division, BDSA-669, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2364).

● Rails, 600 mm. gauge, 6200 meters; switches: 10 right-hand units, 20 left-hand units; Tender #1782; bid deadline Aug. 9. National Iranian Steel Corp., Tehran. Copies of tender documents available from Iron and Steel Division, BDSA-669, Dept. of Commerce, Wash., D.C. 20230.★ (Telephone: 202-967-2364).

● Supply Various types of galvanized pipes and cast iron fittings sought by Iranian State Railways. Bid deadline Aug. 16. Conditions and specifications available from the Construction and Building Materials Division, BDSA-645, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-3602).

335 Rolling, drawing, extruding of nonferrous metals

MALAYSIA—Copper tubes for refrigeration equipment. Direct purchase and agency. Hock Hoe Trading Co. (indent agent, importer), 4D Beach St., Penang. WTD 6/69.

342 Cutlery, hand tools, general hardware

MALAYSIA—Handles, locks, glass, wool and locks for refrigeration equipment. Direct purchase and agency. Hock Hoe Trading Co. (indent agent, importer), 4D Beach St., Penang. WTD 6/69.

SWEDEN—Builders' hardware, such as door handles, knobs, hinges, other related items. Direct purchase and agency. Fastighetsbyran Kronan AB (agent, importer, consultant), 44 Birger Jarlsgatan, S-114, 29 Stockholm. WTD 6/69.

349 Fabricated metal products

GERMANY—Control valves, hydraulic, pneumatic; other fluid power accessories. Direct purchase and agency. Pneutex, E. Baurmann KG (sales agent, wholesaler), 6146 Alsbach/Bergstr., Jahnstrasse 5. WTD 6/69.

352 Farm machinery

GERMANY—Battery-operated lawn mowers, other battery-operated garden tools. Hermann Zanker KG (manufacturer, exporter, wholesaler), Maschinen- und Metallwarenfabrik, 74 Tuebingen, Postfach 2780. WTD 10/68.

353 Construction machinery

● **INDIA**—Global tenders invited for 10 nine-wheel self-propelled pneumatic tired rollers, diesel powered, sand ballasted to approx.

12,000 Kg. Tender No. P.201/72/044/Tec. Bid deadline July 16. Tender fees and documents $3 (not refundable). Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi.★ (Telephone: 202-967-5566).

● **THAILAND**—One mobile power crane, 60 ton capacity, must lift 11 metric ton load on 60′ bcom at 49′ radius, diesel engine power, and one lot of spare parts. Worldwide tender under IBRD loan. Tender No. MK-1-33 bid deadline July 22. The Royal Irrigation Dept., Samsen Road, Bangkok.★ (Telephone: 202-967-5566).

354 Metalworking machinery

KOREA—Automobile maintenance equipment: auto-lift, garage jacks, tire gauges, timing light tester, plug tester, lathes, car washer, boring machine, auto greasers, valve refacers, offset wrenches, adjustable wrenches, gear pullers, hydraulic press, air compressor, engine scope. Yung In Commerce Co. (agent, importer, distributor), I.P.O. Box 3535, Seoul. WTD in preparation.

MALAWI—Laboratory scales, balances, reading kilos, lbs. Price lists, catalogs requested. Miller & Wixley (Malawi) Ltd. (wholesaler), P.O. Box 886, Johnston Rd., Blantyre. WTD 3/68.

355 Special industry machinery

● **ARGENTINA**—Purchase, installation and start-up of six natural gas dehydrating plants (absorption type). Tender No. 7550, bid deadline July 30. Specifications are available for $2.30 from the Gas Del Estado, Alsina 1170, Buenos Aires.

FRENCH WEST INDIES—Machine for printing name of beverage directly on glass bottle. Marking would have to be able to withstand fine washings. Societe des Eaux Thermales de Capes Dole (bottling plant), Gourbeyre, Guadeloupe. WTD in preparation.

GERMANY—Textile machinery, looms, Jacquard loom attachments, dobby cards, electronic yarn cleaners, other newly developed textile machinery. Direct purchase and agency. Quotations c.i.f. German port preferred. Ernst Ludwig & Co. (importer, exporter, distributor), 791 Neu-Ulm/Donau, Max-Eyth-Strasse 33. WTD 5/69.

SPAIN—Machinery, equipment for special industries, including chemical, electrical. Atlantic Industries, S.L. (importer, exporter), Gran Via 18, Bilbao (1). WTD 5/69.

356 General industrial machinery

SPAIN—Industrial machinery, equipment. Atlantic Industries. S.L. (importer, exporter), Gran Via 18, Bilbao (1). WTD 5/69.

358 Service industry machines

GERMANY—Coin-operated laundry machines, in particular driers. Direct purchase and agency. P. & H. Brown, Waeschereibetriebe (self-service laundry. dry cleaner). 698 Wertheim a.Main, Mittlere Flur 17. WTD 8/68.

359 Machinery

MALAWI—Simple machine to make automobile mufflers, exhaust piping, etc. Catalogs, price lists in £ sterling requested. Daud Issa & Co. (wholesaler), P.O. Box 4, Lilongwe. WTD 11/68.

363 Household appliances

MALAWI—New and secondhand spare parts for Singer, Pfaff treadle sewing machines. Mahomed Abdul Karim (wholesaler), P.O. Box 60, Lilongwe. WTD 11/68.

364 Electric lighting, wiring equipment

GERMANY—High frequency connectors for single and multiple pole requirements (series: BNC–C–N–HN–UHF); baseboard multi-outlet systems. Direct purchase and agency. Gustav Adler, Metallwarenfabrik (manufacturer, exporter), 753 Pforzheim/Baden, Guelichstrasse 10. WTD 10/68.

366 Communications equipment

● **GREECE**—Supply of three radio direction finders. Tender No. 4/377/69, bid deadline July 25. Ministry of Commerce, State Purchases Directorate 4, 50 Socratous St., Athens.★ (Telephone: 202-967-4823).

369 Electric machinery, equipment

GERMANY—Electro-therapeutical apparatus, equipment. Direct purchase and agency. Deutsche Nemectron GmbH (manufacturer, exporter), 75 Karlsruhe, Durlacher Allee 45-47. WTD 8/68.

382 Instruments for measuring, controlling, indicating physical characteristics

GERMANY—Fluidic controls. Direct purchase and agency. Pneutex, E. Baurmann KG (sales agent, wholesaler), 6146 Alsbach/Bergstrasse, Jahnstrasse 5. WTD 6/69.

● **INDIA**—Supply of a complete set of static and dynamic testing equipment required for railroad stock components such as bogies, bolsters, brake beams, etc., under various road conditions. Tender No. 514/13/012/14-5-69, bid deadline Aug. 6. Requested by the Directorate General of Supplies and Disposals, LIC Building, Parliament St., New Delhi 1, India. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2939).

● Supply of feeler gauges of various sizes. Tender No. S-103/3-60/P-2, bid deadline Aug. 12. Requested by the Controller of Stores and Purchase, Bharat Heavy Electricals Ltd., P.O. Bharat Teavy Electricals, Ranipur, Hardwar, U.P., India. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2939).

384 Surgical, medical, dental instruments

● **GREECE**—Supply of isotope impact grader, spark indicator, measurement system, thyroidmeter, nephrograph, and other accessories for isotope section. Tender No. 4/444/69, bid deadline July 30. Tender documents in English and Greek.

Requested by the Ministry of Commerce, State Purchases Directorate 4, 50 Socratous St., Athens. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2939).

● **LIBYA**—Supply of medical equipment and associated furniture and apparatus. Tender No. 1159, bid deadline Aug. 11. Tenderers may bid on one item or more. Requested by the Secretary, Central Tenders Board, Ministry of Finance, Sciara Sciatt, Tripoli, Libya. Tender conditions and specifications are available at L£3 (approx. $8.40) per set, from the Department of Medicine and Pharmaceutical Equipment, Tripoli, or the Medical Stores, Benghazi.

MALAWI—Medical, surgical testing papers for urine, blood, etc. Price lists in £ sterling, catalogs requested. Miller & Wixley (Malawi) Ltd. (wholesaler), P.O. Box 886, Johnstone Rd., Blantyre. WTD 3/68.

386 Cameras, supplies

MALAWI—Secondhand still cameras; new cameras of simple design; film in black/white and color; photographic printing paper; developer. Price lists, in £ sterling, catalogs requested. Central African Studio (retailer), P.O. Box 107, Lilongwe. WTD 6/69.

394 Toys, amusement, sporting goods

GERMANY—Fishing tackle, equipment, all types of fishing rods, fishing reels, fish hooks, casting plugs, spinners, and spoons; flies, lures and similar artificial baits. Direct purchase and agency. Oskar Burkart (wholesaler, retailer, sales agent), 7521 Forst bei Bruchsal/Baden. WTD 11/68.

ISRAEL—All ranges of athletic, gymnastic equipment (specifically trampolines and balancers) for stadiums, sport halls, schools. Direct purchase and sole representation. LAGIL Trampoline & Gymnastic Equipment (Israel) Ltd. (importer, wholesaler, agent), 39 Eder St., Haifa. WTD 10/68.

ITALY—Gut strings, leather handles for tennis rackets. Castle s.n.c. (manufacturer), Borgo Cialdini 74, 60022 Castelfidardo, Ancona. WTD 4/69.

395 Pens, pencils, office, artists' materials

MALAWI—Ballpoint, felt-point pens, all qualities. Samples, prices in £ sterling requested. Mahomed Abdul Karim (wholesaler), P.O. Box 60, Lilongwe. WTD 11/68.

399 Manufacturing industries

GERMANY—Electric massage, other beauty apparatus, equipment designed for beauty shops. Direct purchase and agency. Deutsche Nemectron GmbH (manufacturer, exporter, importer), 75 Karlsruhe, Durlacher Allee 45-47. WTD 8/68.

Kuwait to seek bids for external plant equipment

The Government of Kuwait will request, in the near future, bids for supply and installation of external plant equipment for the Jahra and Funtas telephone exchanges.

Equipment required includes distribution, feeder and subscriber cables.

Interested firms must register with the Central Tenders Committee not later than Aug. 4. Registration forms may be obtained from the Committee on payment of $1.40. Prior registration for similar projects may constitute registration for this project.

Additional information is available to firms located in the United States from the Communications-Electronics Division, BDSA-643, Room 4209, Dept. of Commerce, Wash., D.C. 20270.★ (Telephone: 202-967-4823).

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

204 Grain mill products

MALAWI—Wholegrain wheat flour for baking in packs of 100, 140 lb. Exclusive agency. Sample, prices in £ sterling requested. I. M. Sidat (wholesaler), P.O. Box 32, Lilongwe. WTD 11/68.

284 Shoe polish

MALAWI—Shoe polish, smaller size packs, black and brown. Samples, prices in £ sterling requested. Sole representation. I. M. Sidat (wholesaler), P.O. Box 32, Lilongwe. WTD 11/68.

285 Paints, varnishes, lacquers, enamels

MALAWI—Paints, including gloss, emulsion, spray-paints, cement paints, distempers. Catalogs, prices c.i.f. Beira in £ sterling requested. Exclusive agency. Ramji Purshotam (wholesaler), P.O. Box 24, Lilongwe. WTD 10/68.

287 Agricultural chemicals

PAKISTAN—Fertilizers including ammonium and triple superphosphate; other phosphatic fertilizer materials. Selvel Trading Co. (sales, indent agent), Esrar Mansion, 14 Jinnah Ave., P.O. Box No. 240, Dacca-2. WTD 4/69.

307 Plastic products

FRANCE—Pre-packaging and packaging materials for utilization in supermarkets for fruits, other food products, such as extensible polyethylene PVC film, transparent plastic in rolls and sheets of various sizes and gauges; roll drum-liners, spools and up-to-date snap-off systems designed for prompt, easy dispensing. Hugonnet & Cie. (Maurice) (sales agent), Place Roger Delthil; 82- Moissac, Tarn-et-Garonne. WTD 3/69.

331 Steel mill products

SPAIN—Pig iron; tinplate. Hercia, S.A. (manufacturer, importer), Apartado 475, Bilbao (8). WTD 6/69.

335 Rolling, drawing, extruding of nonferrous metals

HONDURAS—Copper wire and cable, bare and insulated; aluminum cable, reinforced steel, galvanized steel cable. Honduras Electrica, S.A. de C.V. (manufacturers' representative), Ing. Rene Alfredo Pinto, Mgr., 4a. Avenida 521, Tegucigalpa, D.C. WTD 6/68.

344 Fabricated structural metal products

HONDURAS—Tubular steel poles, steel towers. Honduras Electrica, S.A. de C.V. (manufacturers' representative), Ing. Rene Alfredo Pinto, Mgr., 4a. Avenida 521, Tegucigalpa, D.C. WTD 6/68.

355 Special industry machinery

FRANCE—Bakery machinery, allied up-to-date equipment. List of complete machinery, equipment available from Trade Opportunity Staff, BDSA-541, Rm. 4053, U.S. Dept of Commerce, Washington, D.C. 20230. Prochimco, S.A. (engineering, automation consultants), 4 Ave. Victoria, 64- Biarritz, Basses-Pyrenees (c/o Mr. J. M. Morel). WTD 6/69.

SINGAPORE—Graphic arts machinery: e.g. offset plates. Spicers (Export) Ltd. (trading house), Alexandra Rd., P.O. Box 24, Singapore 3. WTD 5/69.

364 Electric lighting, wiring equipment

HONDURAS—Fluorescent lamps for outdoor, indoor lighting; pole line, transmission hardware. Honduras Electrica, S.A. de C.V., Ing. Rene Alfredo Pinto, mgr. (manufacturers' representative), 4a. Avenida 521, Tegucigalpa, D.C. WTD 6/68.

366 Communication equipment

SPAIN—All classes of communication equipment. P.C.P.E., S.A. (agent), Iturbe 5, Madrid 2. WTD 5/69.

367 Electronic components, accessories

GERMANY—Polycarbonate capacitors for industrial use. Industrial Electronics GmbH (sales agent, importer, exporter), 6000 Frankfurt/Main, Klueberstr. 14. WTD 6/69.

SPAIN—All classes of electronic components, accessories. P.C.P.E., S.A. (agent), Iturbe 5, Madrid 2. WTD 5/69.

369 Electrical machinery, equipment, supplies

SPAIN—Electro-medical equipment, apparatus. Proquil, S.A. (distributor), Luis Larraínza 55, Madrid (2). WTD 8/68.

381 Engineering, laboratory, scientific, research instruments

CANADA—Bunsen burners, distilling apparatus, laboratory testing and scientific instruments, microtome, physics laboratory apparatus and instruments, pictorial deviation indicators, pipettes, plotting instruments, planimeters, slide rules, T squares, templates, laboratory vacuum pumps. JMC Press Ltd. (importer, exporter, agent), 34 Fleury St. W., Montreal 357, Quebec. WTD in preparation.

PAKISTAN—Laboratory, scientific instruments including electronic instruments for teaching physics, other subjects in educational institutions. Selvel Trading Co. (sales, indent agent), Esrar Mansion, 14 Jinnah Ave., P.O. Box No. 240, Dacca-2. WTD 4/69.

382 Instruments for measuring, controlling, indicating physical characteristics

CANADA—Dynamometers, fatigue testing machines, geiger counters, humidity instruments, laboratory scales, X-Y plotters. JMC Press Ltd. (importer, exporter, agent), 34 Fleury Street W., Montreal 357, Quebec. WTD in preparation.

GERMANY—Control systems for laundry machines, dishwashing machines. Reinhold Froembgen GmbH (importer), 54 Koblenz, Im Rauental 14, Postfach 604. WTD 6/69.

Instruments for indicating, controling temperature, pressure, humidity. Kurt Matzner, Messgeraete (retailer, distributor, manufacturer), 8000 Muenchen 23, Kidlerstrasse 33. WTD 5/69.

383 Optical instruments, lenses

CANADA—Microscopes, optical laboratory analysis instruments. JMC Press Ltd. (importer, agent, exporter), 34 Fleury St. W., Montreal 357, Quebec. WTD in preparation.

386 Photographic equipment

SINGAPORE—Graphic arts equipment and materials, e.g. chemicals, film, etc. Spicers (Export) Ltd. (trading house), Alexandra Rd., P.O. Box 24, Singapore 3. WTD 5/69.

394 Toys, sporting goods

AUSTRALIA—Craft and hobby kits, including plastic scale model kits, do-it-yourself kits, paints, hobby tools. Exclusive agency. Philipp's Southern Trading Pty. Ltd. (importer, wholesaler), 202-204 Flinders Lane, Melbourne 3000. WTD 6/69.

396 Zip fasteners

MALAWI—Zip fasteners for all clothing. Samples, prices in £ sterling requested. I. M. Sidat (wholesaler), P.O. Box 32, Lilongwe. WTD 11/68.

399 Manufacturing industries

SPAIN—Smoker's supplies, gift items, novelties. Requests replies in Spanish. C.R.E.Y.E. (agent), Hermenegildo Bielsa 5, Madrid (19). WTD 6/69.

Cameroon to construct four oil palm nurseries

The Federal Republic of Cameroon recently established a new corporation (SOPAME), Societe Des Palmeraies De MBongo et D'Eseka, to create two oil palm plantations covering an area of 4,500 hectares (1 ha = 2.471 acres).

Financing of approximately $11.5 million dollars has been provided for implementation of the project. Bids for the supply of four spraying units for the irrigation of four oil palm nurseries of five hectares each is requested by SOPAME.

Equipment and material imported into Cameroon by SOPAME for the project will be exempted from import duties and taxes.

Documents relating to the project and the bids can be received at the Ambassade De La Republique Federale du Cameroon, 1705-1707 New Hampshire Ave., NW., Washington, D.C.

Uganda invites prequalification for road construction project

The Government of Uganda invites civil engineering contractors to register to bid on several road construction projects totaling 382 miles. Deadline is July 30.

Details on prequalification are available from the Construction and Building Materials Division, BDSA-645, Rm. 4813, Dept. of Commerce, Washington, D.C. 20230.★ (Tel.: 202-967-3602).

New Books and Reports

***Guide to Foreign Trade Statistics: 1969.* Published by the Bureau of Census, U.S. Department of Commerce. 139pp. $1.25.**

The publication contains information of changes in the foreign trade statistical program since the earlier 1968 edition was issued. These include publication of more detailed data than previously issued concerning trade between the U.S. and Puerto Rico and the outlying U.S. areas.

The guide can be used to locate specific information from the large and varied body of data about U.S. export and import trade. Reports and tabulations in the guide represent current plans for the release of foreign trade statistics during 1969.

Write: any Department of Commerce Field Office or Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***Industrial Opportunities in Swaziland.* Published by the Swaziland Ministry of Commerce, Industry and Mines. 1969. 36pp. Free.**

Swaziland's rapidly growing economy is the subject of this pamphlet intended to provide basic economic data which can be used to assist potential investors in deciding if investment in Swaziland is warranted. The report describes Swaziland's geography, political system, transportation and communications infrastructure, and the economy, including developments in the agricultural, forestry, mining, tourism, and industrial sectors.

Additionally, it lists specific investment opportunities, including processing of asbestos, textiles, chemical production, food processing, production of kaolin, and beverages. Information on Swaziland's taxes and available industrial sites is also given to help in evaluating these specific opportunities.

Write: Africa Division, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

***30th Annual Report of the Foreign Trade Zones Board to the Congress of the United States.* Published by the U.S. Foreign-Trade Zones Board. Washington, D.C. 1969. 59pp. 35 cents.**

This report covers the operation of the Foreign-Trade Zones at New York, New Orleans, San Francisco, Seattle, Toledo, Honolulu and Mayaguez, Puerto Rico, and sub-zones at San Francisco and Penuelas, Puerto Rico. Information is also included on the pending zone at Bay County, Mich., and sub-zones Bay County and Taft, La.

Foreign-Trade Zones offer the advantages of a U.S. location with other advantages usually found only when operating abroad. Attention is focused on the U.S. Foreign-Trade Zone as an alternative to establishing manufacturing and marketing activities overseas. During fiscal 1968 the zones served approximately 1,100 business firms.

Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***Operation of the Trade Agreements Program.* Published by the U.S. Tariff Commission. Washington, D.C. 263pp. Free on a limited basis.**

This is the 19th report issued by the U.S. Tariff Commission on the operation of the trade agreements program. It covers the period from Jan. 1, 1967 through Dec. 31, 1967.

The report features a special chapter on the Kennedy Round of trade agreement negotiations sponsored by the General Agreement on Tariffs and Trade (GATT). The Kennedy Round chapter gives a comprehensive account of the negotiations from their inception to their conclusion.

Other important developments during 1967 discussed in the book relate to: actions by the United States affecting its obligations under the trade agreements program; actions and programs initiated under GATT to implement the general agreement on tariffs and trade; and the major commercial policy developments in countries with which the U.S. has trade agreements.

Write: Secretary, U.S. Tariff Commission, Washington, D.C. 20436.

***Economic Survey of France.* Published by OECD. Paris. 1969. 80 cents.**

This booklet describes trends in early 1968, the strikes and post-strike developments, pre-November policy, post-November policy, the prospects and policy issues of France.

This is the latest report in a series of economic studies published annually by the OECD for its members.

Write: OECD Publications Office, Suite 1306, 1750 Pennsylvania Ave., N.W. Washington, D.C. 20006.

***Marketing & Management: A World Register of Organizations.* Published by CBD Research Ltd., England. 1969. 240pp. $12.**

This reference work contains data on organizations in 150 countries concerned with marketing and management, and includes over 1,200 associations, institutes and para-governmental bodies.

The purpose of the book is to provide those concerned with international marketing and exporting with details of organizations that can assist them with inquiries or help in establishing contacts.

Write: CBD Research Ltd., 154 High St., Beckenham, Kent BR3 1EA, England; or Institute of Marketing, Marketing House, Richbell Place, London, WC1.

***Economic Cooperation in Latin America, Africa and Asia.* By Miguel S. Wionczek, ed. Published by The M.I.T. Press, Cambridge, Mass. 1969. 566pp. $15.**

Gathered together in this volume are all the major multinational agreements and other legal documents relative to regional economic integration.

In the past 10 years over a dozen customs and monetary unions, common markets, free trade zones and other regional cooperative arrangements have either been established or proposed for Latin America, Africa and Asia. Some of these are realities, others have not gotten off the ground or political conflicts have torn them apart.

The book was published to fill the gap in the dissemination of the important and considerable store of knowledge accumulated over the past ten years.

Write: The M.I.T. Press, 50 Ames St., Bldg. 19, Cambridge, Mass. 02142.

***Information Business and Foreign Trade Information Sources.* By Lora Jeanne Wheeler. Published by Gale Research Company, Detroit. 1969. 221pp. $8.75.**

This is volume 14 in the Management Information Guides Series. It is a guide to the literature and bodies concerned with the procedures and policies of conducting business with other countries. The sources cited include books, pamphlets and government publications.

The publisher offers copies on a 30-day free-trial examination.

Write: Gale Research Company, Book Tower, Detroit, Mich. 48226.

☆ U.S. GOVERNMENT PRINTING OFFICE 1969—341-964/52

Calendar *for international traders*

ATLANTA—July 31—Businessmen's Consultation, **Joseph Rand, commercial officer, U.S. Embassy, Vienna.** Sponsor: Commerce Field Office.

BOSTON—July 21—Businessmen's Consultation, **John B. McGrath, economic officer, U.S. Embassy, London.** Sponsor: Commerce Field Office.

BOSTON—Sept. 19—Businessmen's Consultation, **Joseph Rand, commercial officer, U.S. Embassy, Vienna.** Sponsor: Commerce Field Office.

CHICAGO—July 16—Chicago Midwest Credit Management Association, Bismarck Hotel.

CHICAGO—July 17—Businessmen's Consultation, **Paul L. Aylward, Jr., economic officer, U.S. Embassy, Munich/to Reykjavik.** Sponsor: Commerce Field Office.

DES MOINES—July 15—"Export Workshop Dinner on Using Foreign Agents," Hotel Savery, 5:45 p.m. Sponsors: Commerce Field Office, REEC, Greater Des Moines Chamber of Commerce.

GREENSBORO, N.C.—July 29—Businessmen's Consultation, **Joseph Rand, commercial officer, U.S. Embassy, Vienna.** Sponsor: Commerce Field Office.

KANSAS CITY—July 10—Export Documentation Workshop, Federal Office Bldg., 2-4 p.m. Sponsors: Commerce Field Office, REEC.

LITTLE ROCK, ARK.—July 22—Export Workshop, Federal Building. Sponsors: Commerce Memphis Field Office, SBA and REEC.

LOS ANGELES—July 25—Export Expansion Seminar, Western Pacific Bldg., 1031 South Broadway, 9:30 a.m. Sponsor: Commerce Field Office.

MEMPHIS — July 15 — Memphis World Trade Club, Sheraton Motor Inn.

MEMPHIS — July 16 — Mid-South Exporters' Roundtable, Hotel Sheraton-Peabody.

MIAMI—Aug. 5—Businessmen's Consultation, **Joseph Rand, commercial officer, U.S. Embassy, Vienna.** Sponsor: Commerce Field Office.

NEW YORK CITY—July 29-30—Businessmen's Consultation, **Richard Garnitz, director, U.S. Tokyo Trade Center.** Sponsor: Commerce Field Office. (Note change in previously announced dates.)

NEW YORK CITY—Sept. 22-23—Businessmen's Consultation, **Joseph Rand, commercial officer, U.S. Embassy, Vienna.** Sponsor: Commerce Field Office.

PHOENIX—July 24—Export Workshop, Room 5413, Federal Bldg., 10 a.m.-12 noon. Sponsors: Commerce Field Office, REEC.

RIO PIEDRAS, P.R.—July 16—Tenth of 12 weekly lectures in Spanish on Introduction to International Trade, Rm. 238, Social Sciences Bldg., University of Puerto Rico. 8 p.m. Sponsors: U.S., Puerto Rico Departments of Commerce; REEC; Pan American World Airways.

SAVANNAH—Sept. 11-12—Businessmen's Consultation, **Joseph Rand, commercial officer, U.S. Embassy, Vienna.** Sponsor: Commerce Field Office.

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ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 962-3560.

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DENVER, COLO., 80202, 16419 Federal Bldg., 20th and Stout Sts. Area Code 303 Tel. 297-3246.

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HARTFORD, CONN., 06103, Room 610-B, Federal Office Bldg., 450 Main St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 286 Alexander Young Bldg., 1015 Bishop St. Area Code 808 Tel. 546-5977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713 Tel. 226-4231.

JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 W. Bay St. Area Code 904 Tel. 791-2796.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, Room 710, 147 Jefferson Ave. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414 Tel. 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612 Tel. 725-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., S., 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10007, 41st Floor, Federal Office Bldg., 26 Federal Plaza, Foley Sq. Area Code 212 Tel. 264-0634.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Bldg., 230 N. First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, ORE., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Bldg., 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314 Tel. 622-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 S. State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 8021 Federal Office Bldg., 909 First Ave. Area Code 206 Tel. 583-5615.

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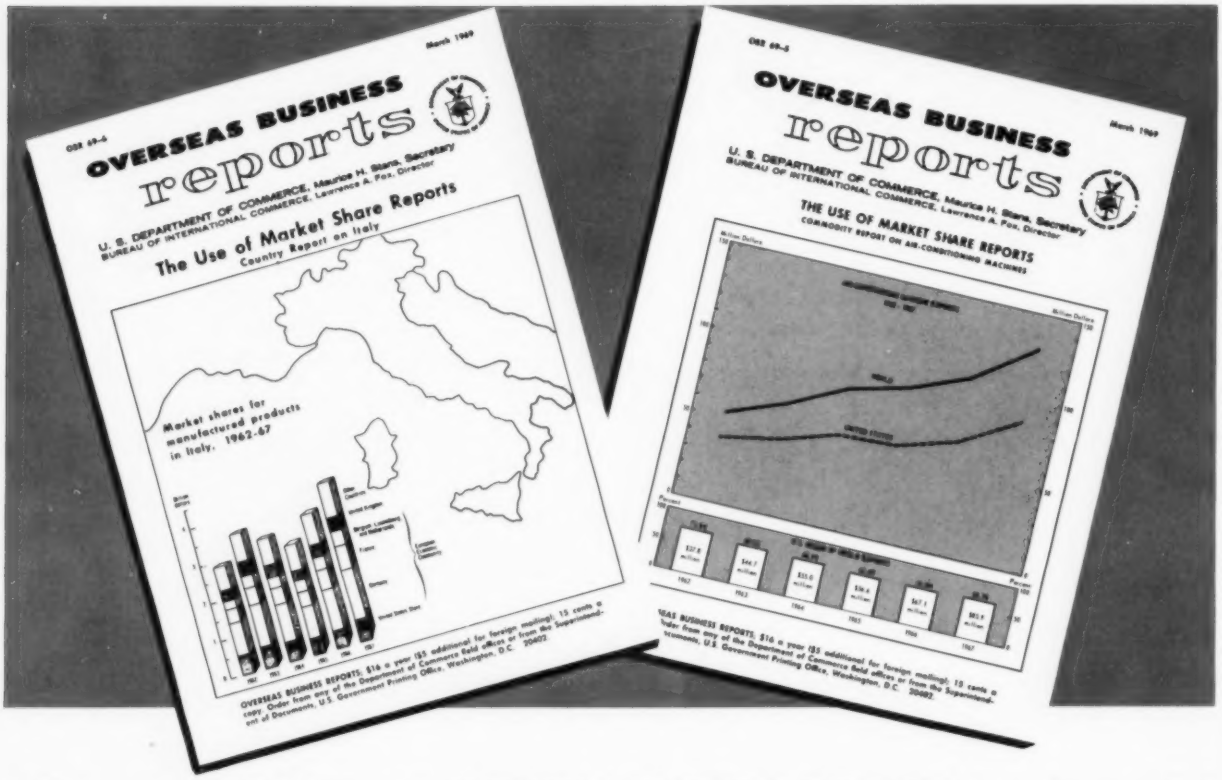

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